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Burma Offers Good Market For U.S. Goods

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New Action Program On Exports Starts

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Instrument Exports Hit Record Level

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4 APR 1962

Newly developing Burma offers a good market for U.S. merchandise. Shown here is the Shwedagon Pagoda in Rangoon.

Foreign Commerce Weekly

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Final 1961 Figures Show Export Rise, Import Dip

By Evelyn M. Parrish

International Trade Analysis Division
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ASSISTED by a relatively small increase in U.S. exports and a small decline in imports, America's merchandise export surplus rose from 1960's $4.6 billion to $5.3 billion last year.

Nonmilitary exports last year rose by about 2% to a record $20.1 billion, while imports fell by 2% to $14.7 billion.

The merchandise export surplus, coupled with large advance prepayments of U.S. Government loans by three West European nations and expanded receipts from investments abroad, led to an overall reduction in the U.S. balance-of-payments deficit last year to $2.5 billion, compared with 1960's $3.9 billion.

The slight rise in U.S. exports in 1961 contrasted markedly with the sharp upswing of 19 percent in exports between 1959 and 1960. In the earlier period, export expansion stemmed from accelerated economic activity in industrial Western Europe and in Japan.

During 1961 the Japanese economy continued to boom, and U.S. sales in Japan again rose substantially.

In Western Europe, however, the rate of increase in industrial production slowed appreciably, and our exports to most industrial Western European countries leveled off.

Only sales to Italy advanced, in part, because of that country's special requirements for wheat last year.

Exports to the United Kingdom declined sharply, as inventory liquidations occurred there.

Improved economic activity in Canada resulted in some recovery in U.S. sales there in the second half of the year. The improvement, however, was not sufficient to bring the year's total up to that of 1960.

U.S. sales to the developing areas of the world, in general, were buoyant last year, partly reflecting increased U.S. government-financed shipments.

Shipments to the American Republics, exclusive of Cuba, increased, as did those to Africa and the Near East and most other Asian countries except India.

Increased export prices of finished goods and crude agricultural materials—mainly cotton and soybeans—represented most of the small 1961 export gain, as the volume of U.S. shipments barely edged upward.

Exports High in Final Quarter

U.S. exports had expanded steadily during the four quarters of 1960, and advanced further to a seasonally adjusted annual rate of $20.4 billion in the first quarter of 1961.

In the second quarter exports declined, mainly because U.S. shipments of cotton abroad were postponed until the beginning of the new crop year in August, when higher export subsidy payments became effective, and because of the shipping strike in the second half of June.

In the summer quarter, exports improved, and in the final quarter they advanced to a new high of $20.8 billion at a seasonally adjusted annual rate.

Farm exports rose about 4% and reached $5 billion in 1961, or about one-fourth of total shipments abroad. About 30% of the farm exports were shipped under Government programs, according to estimates of the Department of Agriculture.

Shipments abroad of wheat, largely financed under Title I, PL 480, advanced sharply for the second consecutive year, and corn exports also rose appreciably.

Cotton exports, on the other hand, were considerably lower in 1961, deterred partly by increased U.S. export prices and by heavy inventories in the hands of foreign manufacturers.

Machinery Sales Rise

The slight increase in nonagricultural exports was largely confined to machinery and chemicals. Machinery shipments abroad expanded by 9% in 1961, an increase nearly as large as in the preceding year. Gains were substantial in electrical, metalworking and other industrial machinery.

As in 1960, most of the increase was in sales to Western Europe to fill expanding needs for capital equipment. That area became our best market for machinery in 1961, superseding both Canada and Latin America, our traditional leading markets.

Exports of chemicals rose moderately, with increases mainly in chemical specialties.

Foreign sales of transportation equip-

(Continued on page 594)

India Reduces Import Quotas On Many Items

THE Indian Government has announced new import policy provisions which will ban or reduce import quotas on more than 50 items.

The new regulation also liberalizes import quotas for a few items which are in short supply, and provides that import licenses will be issued for a full year—April 1, 1962, to March 31, 1963—instead of for 6 months, as in the past.

The Indian Embassy in Washington, in reporting the new policy, said the Government's purposes are to make the most judicious use of available foreign exchange, to secure a balance between maintenance and development imports, to enlarge production and augment exports, and to achieve the targets of India's third 5-Year Plan.

Indian authorities reduced import quotas on a variety of commodities, of which

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New Export Council Starts Action Program

THE newly-constituted National Export Expansion Council met for the first time last week in Washington, boasting an expanded, blue-chip membership and a new "action program" of responsibilities and assignments.

The NEEC meeting was highlighted by a visit with President John F. Kennedy, who reiterated his interest in the continuing expansion of America's exports.

Mr. Hurley

Mr. Foy

Commerce Secretary Luther H. Hodges was joined by top Department officials and an officer of the Export-Import Bank in explaining the Government's new efforts to help U.S. businessmen expand their exports.

Neil C. Hurley, Jr., Chairman of the Board of the Thor Power Tool Co. of Aurora, Ill., is NEEC Chairman, and Fred C. Foy, Board Chairman of the Koppers Co. of Pittsburgh, is Honorary Chairman.

Newly named to the NEEC are: John Akin, President, National Foreign Trade Council, New York City; W. M. Allen, President, Boeing Airplane Co., Seattle, Wash.; E. T. Barwick, President, E. T. Barwick Mills, Atlanta, Ga.; R. O. Baum, President, Tennessee Products and Chemical Co., Nashville, Tenn.

Walter Belson, President, Public Relations Society of America, Washington; Walter S. Bencher, Vice President—International Operations, Combustion Engineering, Inc., Windsor, Conn.; Edward C. Bursk, Vice President, American Marketing Assn., Boston, Mass.; Will Clayton, Director, Anderson, Clayton and Co., Houston, Tex.; J. F. Connelly, President, Crown Cork and Seal Co., Philadelphia; M. C. Cunningham, President, American Assn. of Port Authorities, Mobile, Ala.

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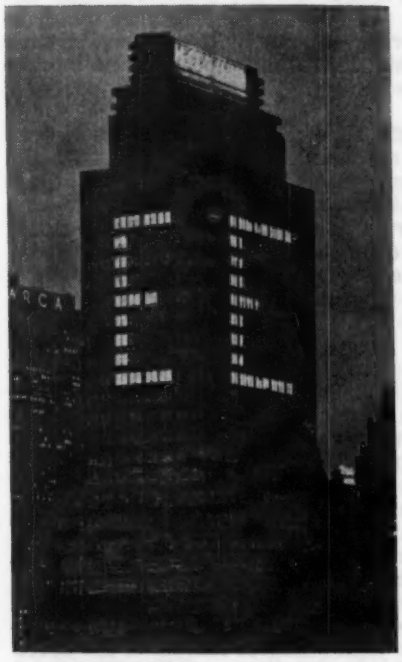
Theodore V. Houser, Director, Sears, Roebuck and Co., Fredericksburg, Va.; George Killion, President, American President Lines, San Francisco; Tom Lilley, Vice President—International Staff, Ford Motor Co., Dearborn, Mich.; Edwin C. Locke, Jr., President, Union Tank Car Co., Chicago.

George Meany, President, AFL-CIO, Washington; Neil Norgren, Executive Vice President, C. A. Norgren Co., Englewood, Colo.; Richard S. Reynolds, Jr.,

(Continued on page 593)

Recipients of First 'E' Certificates Work to Generate Export Enthusiasm



"E" IN NEW YORK: The headquarters of the McGraw-Hill Book Co. is lighted in honor of the "E" award the firm received on March 28.

RECIPIENTS of the first "E-for-Export" awards spent a busy week last week organizing their efforts to generate export enthusiasm on the part of their fellow manufacturers and organizations.

- In New York, the McGraw-Hill Book Co. spelled out its pride in the award in a giant "E" 8 stories high. The "E," made up of lighted office windows, was visible over a wide area of midtown Manhattan.

- In Cleveland, home of another recipient, "Steel" magazine, the Mayor proclaimed an Export Expansion Week keyed to "Steel's" award. "Steel" also scheduled a celebration luncheon for about 200 people.

- In Sacramento, California, Governor Edmund G. Brown issued a statement praising the State's 2 "E" winners—the C. G. Hokanson Co. of Los Angeles, and the San Leandro Chamber of Commerce.

- In Atlanta, officials of Scripto, Inc., scheduled an "E" flag-raising ceremony for mid-April and invited Commerce Department and city and state officials.

Conclusion of Burma Trade Mission: Good U.S. Trade Chances Exist Now

THE MISSION believes that Burma offers many good opportunities for American businessmen to consider. This conclusion is based on observations and knowledge gained from 6 weeks in Burma, Jan. 29-Mar. 10, which took the Mission to major areas of business activity; from numerous conversations and discussions with central government and regional officials and business executives; and from direct consideration in private consultation with Burmese businessmen of several hundred individual trade and investment opportunities.

The Mission also believes that now is a propitious time for investigating these opportunities, since Burma is at the opening stages of a new agricultural and industrial development program that could stimulate the flow of her natural resources into world markets and unlock Burma's potential as a major market.

Burma, with its 22,000,000 people, does not appear to have any fundamental policy or problem that would be considered uncharacteristic of an agrarian economy seeking, under forced draft, to raise its standard of living.

Readily discernible are elements of armed insurgency, and conflicting pressures from abroad, coupled with a technically untrained and largely unschooled populace, administrative indecision, limited capital, insufficient foreign exchange, and inadequate communication and transportation means.

However, Burma is favored by some very significant advantages.

Most basic is the fact that the Burmese people have enough to eat.

Second, perhaps because there is no hunger-generated impulse for urgent change, the people are democratic in their thinking and, however "neutralist" their national politics, seem oriented to free-world social and political attitudes.

Third, Burma, the largest exporter of rice in the world, also is endowed with timber reserves and tin and other mineral resources, and can count on receiving a relatively large proportion of her national income in the form of foreign exchange.

Balanced View

Since investment and joint-ventures bulk so large as the predominant area of business opportunity which was presented, the Mission feels that it is particularly important that the American business community, in considering the position of Burma as a country in which to apply capital and know-how, have a balanced view of Burma.

Since all of the policy expressions of Government leaders and economic plans espouse "socialist objectives," the Mission endeavored to obtain a reasonably secure opinion as to what is understood by this concept.

On the following 10 pages is the report of the U.S. Trade Mission which visited Burma for 42 days, from Jan. 27 to Mar. 10.

The Mission included six U.S. businessmen—Bjorn Andersen, Ray Hemenway, John E. Medendorp, H. McKinley Conway, Jr., Eugene M. Lang, and Everett F. Zurn—plus Mission Director Bradley Murray.

The Mission held 272 personal interviews with Burmese businessmen, visited 25 plants, and presented 332 Business Proposals submitted by U.S. firms. Of that number, 145 received interested response from 43 Burmese firms, and resulted in a total of 297 U.S.-Burma business contacts.

The Mission feels confident that Burmese distinguish between socialism and communism. The word "socialism" is never used without reference to freedom of expression and political democracy as belonging together; Burmese distinguish their objectives from the authoritarianism of communism.

Although there is a definite pro-communist element in Burma, the Mission believes that the overwhelming majority of politically active Burmese stand against this philosophy, notwithstanding the presence of Communist China on the northern border.

Government officials describe the Burmese view of socialism as an economy in which the State would own all "strategic" industry and economic organisms, adding that this concept would always leave a large place for private initiative and capital to act.

Moreover, the definition of "strategic" is regarded as relative to the Government's ability to fulfill its role in economic development programs, and the readiness and ability of the private sector to share the development burden.

Thus it is clear that the Second 4-Year Plan, ending Sept. 30, 1965, allots a much broader role for private capital than previous planning had envisioned.

This role is further underscored by the Burma Investment Act and subsequent efforts of the Government to encourage private investment.

In a practical sense, the Mission feels that "socialism" in Burma, apart from its function as a political slogan, will in great measure be determined by the extent to which private capital accepts the challenge and opportunity that the Second 4-Year Plan offers.

The Mission feels that American businessmen can seriously consider joint ventures related to the development of a few large, and a larger number of small, mines; to the manufacture of consumer items such as razor blades, cosmetics, housewares, and paper prod-

(Continued on page 586)

Burma Offers Many Trade Opportunities

Government In A Dominant Role

BURMA, established as an independent nation in 1948, is seeking to develop its essentially agrarian economy against a background of major external pressures and internal conflicts—regional, ethnic, philosophic, political and economic.

These conflicts spotlight the dominant role that the central Government is taking in Burma's economic development. They have prompted a history of fluctuating economic policy and administrative emphasis that make it difficult to project with certainty the role that private initiative and capital will be permitted to play.

This atmosphere of uncertainty has discouraged American business from a broad and energetic study of the Burmese market and from appreciating its potential.

It is a general conclusion of this Mission that, guided by sufficient knowledge and balanced evaluation of basic facts, conditions and procedures, Burma offers many attractive trade and investment opportunities.

Government controls and planning are central factors of Burma's economic life. In terms of current trade life, the lack of foreign exchange has created a comprehensive pattern of controls. Likewise, for basic economic development, formal planning is the essential key.

The first formal Burmese plan was the 2-Year Plan, which took effect in April 1948. Since, there have been successively an 8-Year Plan (Pyidawtha Plan), and the First 4-Year Plan which actually was a downward revision in 1956 of the last 4 years of public investment under the 8-Year Plan.

In October 1961, the Second 4-Year Plan became operative.

(It should be noted that the military government which took over in March 1962 is not necessarily committed to the 4-Year Plan prepared by the previous regime. Nevertheless, the plan is still believed to be the best available guide to Burmese expansion objectives. The new government has indicated in a general way that it expects to pursue previously planned objectives with perhaps accelerated emphasis on agricultural and small business projects. Major changes will probably be in the realm of administrative implementation.)

$400 Million Investment

The latest plan, which covers the 1961-1965 period, calls for a net investment of somewhat more than $400 million (after depreciation figured at 16% for the public sector and 10% for most private sector investment) and an average 6% growth rate in Burma's gross national product.

It provides for broad diversification of agricultural and industrial activities with priorities keyed to the following criteria:

(1) Maximum contribution to national income; (2) Balance of payments effect; (3) Use of native raw materials; (4) Creation of new employment; (5) Creation of collateral or by-product economic values; and (6) Promotion of balanced regional development.

All of the plans for Burma's development have unabashedly professed a strong socialist objective. In keeping with this objective, the major economic elements of Burma's economy have been taken over directly by the Government.

Thus exports of rice (which alone have been earning more than 70% of Burma's foreign exchange) and teak are Government monopolies. Import is largely through Government-controlled agencies, as are many mineral and industrial enterprises.

The previous plans failed to attain their programmed objectives.

The 8-Year Plan saw gross capital formation in the public sector fall 26% below target, and the private sector fell 23% below target.

This result seems to have helped induce the Government to abate the vigor of its socialist objectives, at least to the extent of encouraging more aggressive participation of private capital and initiative in the creation of productive (as distinct from trade) enterprise.

Thus, for example, while the Govern-

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Trade Mission Director Bradley Murray and member Bjorn Andersen talk with Burmese businessmen during a dinner meeting of the Moulmein Merchants Association.

Mr. Businessman:

If you are interested in U.S.-Burmese trade opportunities in:

Minerals	*See page 589*
Farm Equipment	*See page 585*
Textiles	*See page 585*
Chemicals	*See page 591*
Forest Products	*See page 592*
Tourism	*See page 591*
Metals	*See page 591*
Consumer Goods	*See page 589*

An article on the organization of joint ventures appears on page 584.

Burmese Ask 50-50 Split In Ventures

IN CONSIDERING joint ventures in Burma, American parties must take cognizance of the following realities:

- It is not preferable that production activity be established under American ownership control. The control that seems advisable would be management control for a specified period of time.
- American investment should cover or provide for the initial foreign exchange requirements of the venture.
- Investment proposals must be worked out comprehensively and prepared in proper detail. The Investment Committee is quite sophisticated in the standards it requires for considering a proposal.
- "On the spot" investigation of the reputation and situation of contemplated Burmese associates is particularly important, partly because of the discriminating attitude of the Government toward non-national Burmese residents.
- Because of its technical, financial and executive capabilities, the BEDC can well be considered as a possible associate by American manufacturers seeking to establish themselves in Burma.

THE BURMESE government and the business community generally favor joint-venture operations in which a majority of capital shares are retained by Burmese nationals, although a 50-50 split may be acceptable in purely industrial ventures.

If an American partner contributes more than 50% of the venture's value, compensation may be arranged through royalty payments, technical service fees, or sale of facilities on deferred payment.

The Investment Committee of the Ministry of National Planning must approve any joint venture. It is said that Committee decisions may be expected within 90 days, but the Trade Mission did not find broad evidence that this timetable could be relied upon.

Before issuing a permit, the Committee studies the negotiated joint venture agreement, which must be reported on a form including the following:

Economic feasibility of the project, machinery requirements and specifications, raw material requirements and procurement, manpower management and control, training program, waste disposal and utilization, safety precautions, volume of production and product specifications, financial condition and capital requirement, estimated requirement of foreign exchange immediately and annually, estimated foreign exchange earning capacity, and plans for future extension.

Special emphasis is placed on "foreign exchange" aspects of the project. It is desirable that the American investment cover at least the foreign exchange cost of setting up the enterprise.

For investment that can be absorbed by expenditure in Burma, a certain amount of PL 480 funds are expected to become available for helping to finance private business ventures.

If the parties consider the project vulnerable to competition from the entrepreneurial activities of the state-controlled Burma Economic Development Corporation, it would be well to ask BEDC for a statement of intent.

Businesses in Burma operate as sole proprietorships, partnerships or in corporate (public or private) form. Joint ventures between parties, domestic and/or foreign, must be incorporated under the Special Companies Act of 1950.

Burmese business organizations are constituted and operate quite conventionally under specific laws, since Burmese corporate legislation and legal practice generally is based almost entirely on British law and practice. Exceptions are laws and provisions that apply in distinguishing Burmese from "foreign" companies. A Burmese company is at all times 100% owned and controlled by Burmese nationals.

Taxation

Business taxation in Burma is quite severe. All companies, including Burmese branches of companies incorporated elsewhere, are subject to a flat 32% income tax, plus an 18% supertax on total taxable income.

In addition, business profits in excess of about $20,000 (Kyats 100,000), after deducting income tax and supertax, must pay an additional 16⅔% levy. This results in a maximum combined tax rate of 58%.

Partnerships pay a flat 32% income tax. In effect, this is merely a withholding tax, since individual partners are subject to personal tax liabilities for their shares of profits.

Resident members of any registered partnership are responsible for any supertax liabilities on profits accruing to non-resident partners.

Income of non-residents, including dividends and profits, are subject to income tax liability in accordance with applicable tax schedules.

The Burma Investment Act accords certain tax exemption privileges. In addition to income taxes, this may include exception from the sales tax (5% to 15%, depending on product) which manufacturers must pay on sales volume in excess of about $100,000 (Kyats 500,000) per year.

There is no "double taxation" treaty between Burma and the United States. However, it may be useful to American companies with British subsidiaries to know that there is such a treaty in effect between Burma and Great Britain.

Burma Recognizes Technological Needs

BURMESE Government officials and businessmen often told the Mission that they recognize a great need for technological know-how, including all types of technical consulting, contracting, construction, and engineering services.

In establishing new industrial units, the Burmese are particularly interested in the "package plant" or "turnkey" concept.

Burma lacks engineers and managers experienced in purchasing complex components and putting them together to achieve an integrated operation.

Furthermore, the problems of purchasing and financing equipment from foreign sources are such that it is desirable to make one large purchase rather than a number of small ones.

The opportunities for selling package plants, especially in the case of joint-ventures with U.S. partners, are very real.

Projects proposed to this Mission ranged from paper mills to potato chip plants.

An example of the type of opportunity for specialized consulting services may be found in the discussion held by the Mission with the Burma Exporters Association.

This group is disturbed about the high cost and inadequacy of direct shipping connections with American ports. It has been told by shipping lines that Rangoon is "an expensive port" and higher rates are necessary.

The Association would be interested in having a survey made by an outside consulting firm to reveal the facts.

Burmese Farms Offer Big Equipment Market

SOME OF THE BEST opportunities for industrial development in Burma lie in the processing of farm products and in supplying the needs of farms for equipment and materials.

Burma urgently needs to increase farm production, which in many areas is still below pre-World War II levels. This is recognized in the Second Four Year Plan, which calls for large purchases of equipment, including 3,000 water pumps and associated irrigation equipment, several thousand small tractors and accessories, and 95,000 tons of fertilizer and 50,000 tons of insecticides per year.

To meet the needs of textile mills already built or projected, Burma must step up cotton production substantially. It is planned to increase acreage of medium staple varieties to 100,000 acres by 1963, using Mahlaing or Deltapine.

Since present ginning plants are unsuited for producing lint for mill use, it will be necessary to add at least one modern ginning plant within two years. The Burmese Government has already expressed interest.

Peanut Processing

Other expansion will involve peanuts, and already there are opportunities for making peanut butter, and for grading, roasting, and packaging peanuts as snacks.

Jute and sugarcane production are being increased, with consequent needs for processing plants.

Burma also hopes to step up natural rubber production to compete in world markets. Acreage is to be increased from 120,000 to 160,000, using trees of higher yield. Current annual production of rubber is estimated at 15,000 long tons.

There is an immediate opportunity for selling to Burma equipment for grading and classing agricultural products for export.

The Exporters Association described the need for grading and cleaning beans and other products prior to shipment in order to obtain higher prices.

Other current needs of agriculture are fertilizers, irrigation pumps, vegetable seeds, broiler processing equipment, flour milling machinery, insecticides, tractors, tractor parts, portable canning equipment, and jute processing equipment.

Examples of opportunities for joint venture operations are hand-power cultivator manufacture, starch manufacture, fruit canning, rice milling, and rice bran oil extraction.

Trade Mission member Eugene M. Lang tells the Rangoon Rotary Club of joint-venture opportunities. Another Mission member, Ray Hemenway, addressed the Rangoon Lions Club.

Burma Hopes for Textile Self-Sufficiency

BURMA'S present imports of textiles total 40 million pounds of yarn, and 120 million yards of fabric per year. A cotton textile mill erected at Thamaing about 10 years ago produces 8.5 million pounds of yarn and 3.5 million yards of cloth per year.

Burma also has about 1,500 looms for nylon and other synthetic fibers, divided among 24 small mills, the largest having 130 looms.

The licenses issued in 1961-62 for import of nylon yarn amounted to $1.1 million, with an equal sum issued for rayon/nylon yarn. About 7 million yards of nylon fabric were imported in 1960.

It would appear that, in Burma's tropical and semi-tropical climate, a more moisture-absorbing synthetic fiber than nylon would be preferred if properly introduced.

A large number of handlooms are in operation in "cottage industry plants," some of which contain as many as fifty looms. Attractive cotton and silk fabrics are woven, in traditional designs, from imported yarns.

The Burmese are interested in dacron staple, nylon filament and yarn, rayon fabric, lace, polyester fiber and yarn, spun acetate yarn, and viscose staple and yarn.

The Second Four Year Plan aims to approach self-sufficiency in textiles; the target set for 1965-66 is an output with a value of $150 million per year. As part of this program, the Burmese Government has arranged to receive from Communist China (as part of their $84 million credit) equipment for a cotton textile plant of 40,000 spindles and 400 looms; this is known as the Meiktila Textile Project.

In addition, a private concern has received government approval for its plan to erect a mill with 20,000 spindles and 200 automatic looms (10-30 count yarn). The capital requirements for machinery and buildings are estimated at $4 million.

The 600 looms represented by these two projects will produce the equivalent of only 10% of current cotton cloth imports, which come from Japan and, in increasing degree, from Communist China.

Handlooms used in Burma are extremely crude and it seemed to the Mission that well-designed handlooms would find a good market.

The government program, as well as the projects discussed with the Mission, offer the promise of an opportunity for American firms to make sales of textile machinery, although under conditions which promise to be highly competitive.

The Mission encountered several indications of strong interest in the establishment of joint-venture operations for textile manufacture, and one for the manufacture of metallic yarns, for which there exists a good demand in the handlooming operations of cottage industry.

Burma Trade Mission's Conclusion: Good U.S. Trade Chances Exist Now

(Continued from page 582)

ucts; to the establishment of large undertakings such as an aluminum rolling mill, paper and pulp production, cement, and basic chemicals.

In the area of trade development, the Mission also found a broad potential for increasing sales of American products to Burma.

This includes the sale of machinery and equipment in connection with capital programs under the Second 4-Year Plan—sawmill and woodworking equipment, mining and materials handling equipment, water and road transport equipment, chemical process equipment with possibly "turnkey" plants, farm implements, textile machinery, and irrigation equipment.

It includes the export of consumer items including pens, sporting goods, toiletries, and hardware.

It further includes the sale of industrial and nonconsumer items such as scientific instruments, synthetic fiber staples, pharmaceuticals, dyestuffs, paper and tools.

Altogether, the Mission believes that Burma offers American industry competitive access to whatever share of a $200 to $220 million annual market American businessmen can win.

Even allowing for all of the factors, which, for given transactions or types of product, may place American suppliers at a competitive disadvantage, the opportunity for expanded sales is very real—if American industry aggressively takes advantage of it through good service, realistic pricing and terms, competent representation, and imagination.

Don't Overlook Exports

But American industry must not overlook the products that Burma will be increasingly in a position to offer and which are vital to America's industrial machine.

It is clear that the United States does not offer any market for Burma's most important export—rice. However, as increasing volume of fabricated and unfabricated teak and other Burmese woods become available, as ore production and refining provide increased supplies of Burmese tin and tungsten, and as rubber output grows with new high-output trees maturing, there will be more and more import opportunities for American industry.

These opportunities are developing now and will become effective over the next few years. Thus the Mission recommends that American businessmen begin to investigate them at an early date.

American businessmen may also investigate the possibility of utilizing some of the Burmese fabricating skills. Burmese are excellent woodworkers and, in general, are very apt in acquiring mechanical skills.

The Burmese Government would give particular encouragement to American import efforts which were coupled with local fabrication of the products involved.

Trade Mission Director Bradley Murray talks with Brigadier Aung Gyi, Minister of Commerce, Trade Development and Industry in the new Burmese Government.

This approach could bear immediate fruit in the handicraft field where, the Mission feels, Burma has the possibility of offering distinctively attractive wares.

Burmese and American businessmen have known comparatively little about each other, and the conditions under which each does business.

On the American side, the Burmese market, in terms of sales and investment, has been undervalued; the substantial amount of Burmese capital that seeks joint-venture cooperation with American know-how remains unused. Burmese businessmen want to work with American entrepreneurs and, literally and philosophically, speak the same language.

On the Burmese side, the basic interest American business might have in working with Burmese has been misjudged; the economic significance that a developing Burmese industry has to American industry has been underestimated.

The Mission feels that it set in motion the desire and possibilities of better understanding between the business communities of both nations.

The Mission feels that, in categories of investment, export and import, Burma is ripe for two-way economic and trade cooperation on a broad front.

Risks are present, but they are not risks alien to the day-to-day operations of American businessmen, and they must be regarded in the perspective of the opportunity for profit, and of the important stake that America has in developing sound and fruitful ties with Burma.

Burma Government Eager To Attract New Investors

THE eagerness of the Burmese Government to encourage domestic and foreign private investment is shown dramatically by the Union of Burma Investment Act of 1959. For duly approved projects, the Act offers these incentives:

- Facilitated allocation of foreign exchange for importing necessary raw materials and equipment, all of which are exempted from customs duty for three years.
- Income tax exemption for three years and the possibility of partial exemption for a further period.
- Right to accelerated depreciation, on a negotiated basis, of original investment.
- Guarantee against nationalization for 10 years (extendable in some cases to 20 years) from the start of commercial operation.
- Compensation in the event of ultimate nationalization with guaranteed right of currency remission to foreign investors.
- Dividends and profits after taxation accruing to foreign investors may be remitted at official rate of exchange. (Note: America does not have a "double taxation" treaty with Burma.)

In September 1961, the provisions of the Investment Act were amended to permit guarantees against nationalization for any period the Government fixes (in most cases, 20 years or more).

The Government also indicated that the Act could apply to expansion of established industries, as well as new enterprises, and added the possibility of granting exemptions from Burma sales and excise taxes.

The Investment Act does not yet seem to have stimulated a major flow of private domestic or foreign capital into industry, although this may accelerate under the expectation of further limitations on private imports within 2 years.

Real Significance

On a comparative basis, the Investment Act does not offer as liberal an incentive as may be available to American investors in other countries. However, to American businessmen who are attracted by the potential of the Burmese market, it has real significance.

The Investment Act will no doubt take added value when it can be supplemented by the Investment Guaranty Agreement now in negotiation between the American and Burmese Governments.

Apart from the Investment Act, the Second 4-Year Plan itself seeks to encourage private investment by stressing that "the State will not establish new industries during the Plan period unless they are of such an optimum size, or are of such nature, as the private sector is not likely to undertake. . . . On the other hand it will actively assist the private sector to lay the foundations of industrialization during the plan period."

(The Industrial Development Corporation of the Ministry of Industry now operates a steel mill, a cotton spinning and weaving factory, a cement plant, three sugar mills, a jute mill, and an engineering workshop.)

This policy statement, the Mission points out, does not in itself impose any limitation on the actions of certain agencies which operate in the form of private business, but which are owned or controlled by the Government.

Particularly prominent in this respect is the Burma Economic Development Corporation (BEDC) which operates several dozen industries.

A full listing of investment opportunities in Burma in which American businessmen might wish to participate will appear in the next issue of FOREIGN COMMERCE WEEKLY.

BEDC Activities

The BEDC which came into being in May, 1961, was created to take over and manage a variety of business enterprises previously operated under the Defense Services Institute (DSI) of the Armed Services.

Some of these enterprises had been newly created by DSI, but others had been acquired by the negotiated purchase of "foreign" companies.

The responsibility of BEDC in operating this array of businesses includes the authority to expand any of them to embrance entirely new activities.

BEDC also has the right to borrow and to lend to its corporate subsidiaries.

The Government of Burma also may advance funds to BEDC and guarantee loans made to BEDC by others.

At this writing, the Government has already advanced over $30,000,000 (K 150,000,000) to BEDC for financing its enterprises.

BEDC is independent of any Government ministry. Under the law, it reports only to the Prime Minister who, in turn, acts in consultation with the Army Chief of Staff and Financial Commissioners.

The BEDC as a "private" corporation was designed to provide a governmental structure regularizing the armed services' business activities. It also manages a group of enterprises turned over to it by the Government of Burma.

However, the management of BEDC was assigned for the most part to service officers who have carried out their functions "on leave." Except for the very top echelon, all of these have recently retired from the Services. However, it would seem naive to consider BEDC as being effectively divorced from military control.

Under these military and ex-military managers is a substantial staff of engineers and experts covering many industries. The Mission met a good number of these people, many of whom have had technical training in the United States.

Its collection of enterprises makes BEDC the largest "private" entrepreneur in Burma. Under its basic franchise, it has enormous and, for all practical purposes, uncontrolled (save by its own decision) right of expansion in competition with other private businesses which are less fortunately endowed.

Because of the significance and possible threat of BEDC to the location of other private enterprise in Burma, the Trade Mission made a special effort to ascertain from the BEDC direction the policies and position it proposed to maintain in relation to private business ventures to which American business might provide capital and technical support.

BEDC Policy Statement

BEDC affirmed that it recognizes the fundamental need of Burma for private capital and initiative. BEDC also professed that private investment enterprise must be encouraged by guarantees such as are contained in the Investment Act, and that it has no intention or desire, by its own activities, to discourage others from any line of activity contemplated by the Second 4-Year Plan for private investment.

That BEDC is to expand into new activities is clear. The Mission was given written details of BEDC projects for the production of cement, tin cans, aluminum sheets and circles, glassware and whiteware.

In each case, BEDC pointed out that other private enterprises are not affected. On the contrary, BEDC said it is undertaking these projects because no other private capital sources, domestic or foreign, have indicated any desire or ability to do them.

BEDC regards its function as being to operate profitably on an over-all basis while blazing new industrial trails in Burma which they expect that private entrepreneurs eventually will follow by setting up competing or derivative activities.

Potentials Offset Obstacles For U.S. Traders in Burma

SLIGHTLY MORE than $8 million of American 1960 exports represented only about 4% of Burma's foreign exchange disbursements. The public sector of the Second Four Year Plan (1961-65) should provide an annual $35 to $40 million market potential; the private sector program should add $50 to $60 million to the potential.

Apart from requirements of the Second Four Year Plan, imports of materials and equipment for sustaining existing industry, of military and government supplies, and of consumer goods add a further $120 million.

Although Burma in 1960 obtained the bulk of its imports from England (14%), Japan (23%), West Germany (5%), Communist China (9%), and India (8%), there is opportunity to increase imports of American products if prices and terms are competitive, and if American suppliers deal as aggressively in serving Burmese customers as they normally do within within the United States.

There are, however, some specific handicaps to American export to Burma.

Shipping costs from the United States are relatively high, and Burmese importers pointedly mentioned this as a serious problem in developing trade with the United States. This problem is accentuated by reported difficulties experienced by Burmese importers in obtaining CIF quotations from American firms.

Another handicap is the fact that, to a limited extent, credit balances which Burma has from previous barter agreements with Russia, Communist China, and other Communist Bloc countries must be absorbed by those products offered by these countries, which Burma is willing to accept.

In this respect, the Mission feels that American exporters may be facing the most difficult competition on cotton textiles, cement, hardware items, crockery, tires, and basic ferrous and non-ferrous materials. For future reference, it is significant that Burma is avoiding further barter commitments.

Japanese reparations payments, the $84 million Communist Chinese credit, and "political" price competition from Communist Bloc countries also preempt certain machine and equipment market potentials.

The Mission found little evidence that American exports are penalized by unfavorable credit facilities. One reason may be that the level of American export effort does not provide a realistic basis for comparison.

Equipment orders placed in other countries during the past year by some Burmese firms were examined. The best terms of deferred payment permitted Burmese buyers to pay 20% on shipment with the balance of the CIF cost paid over seven years, with interest on unpaid balances reckoned at 6%.

Mission members inspect a drying rack at a rubber plantation in Mudon.

This would not seem to compare unfavorably with possible conditions of American Export-Import Bank loans, which permit as little as 10% downpayment.

The latter are viewed as a significant long-term advantage, since they permit the Burmese manufacturer to begin to utilize the purchased equipment with smaller initial outlay.

Import Controls

Because of inadequate foreign exchange, the Burmese Government controls imports by a rigid system of licensing within a policy framework dictated by the country's economic program.

This system has remained constant although administrative policy in dealing with various importing groups has fluctuated. The groups include:

Private importers, manufacturers, the Rangood Drug House, the Civil Supplies Management Board, the Union of Burma Wholesale Cooperative Society, 9 Joint Venture Corporations, various cooperatives, the Union of Burma Purchases Board, Burmese Government agencies which buy for themselves, the Ministry of Defense, the Burma Economic Development Corporation (BEDC), and "incentive" license importers.

All of these import groups function within the limit of foreign exchange allocations which the Government makes, usually every six months.

The Ministry of Defense and other Governmental agencies having import privileges are free to import, within their foreign exchange allocations, without getting any further specific license.

However (except for Open General License products), all other importers must secure licenses covering each transaction within their allocations.

In the past, some licenses have been restricted to imports from specified Communist Bloc countries with whom Burma has developed barter credit balances. However, it is indicated that current licensing policy no longer restricts import sources.

Trading Operations

Each private Burmese importer must register with the Ministry of Trade Development for the specific product lines among the established categories that it proposes to import. There are more than 2,000 importers registered.

In granting registrations, the Government has favored Burmese citizens as against resident non-citizens.

Because of the relatively large number of private importers in each category, the indicated policy of the Government to allocate foreign exchange equally among comparable registrants has tended to cut allocations into uneconomically small segments.

As a result, many importers have been selling their licenses at a profit to other "collecting" importers. This has caused prices of imported consumer goods to rise.

Action on a January Government announcement that Government-controlled Joint Venture Corporations would take over all import previously handled by private importers except for Open General License (OGL) items has been suspended by the new government for two years.

OGL items may be freely imported by properly registered importers without obtaining foreign exchange allocation or import license. In this group of products, which in 1961 comprised about 9% of total imports, supply and demand factors of a free market have been permitted to operate.

There has been some Government consideration that the list of OGL products be enlarged. This possibility should be watched.

In offering goods for the Burmese market, American exporters should take

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Burma's Mineral Wealth Is Virtually Uncharted

TO ASCERTAIN the potential mineral wealth of Burma today is beyond the resources of private Burmese prospectors and leaseholders, and of the Government.

Since the Second Four Year Plan calls for aggressive development of the lagging mining industry, State and private joint ventures with foreign firms are to be encouraged.

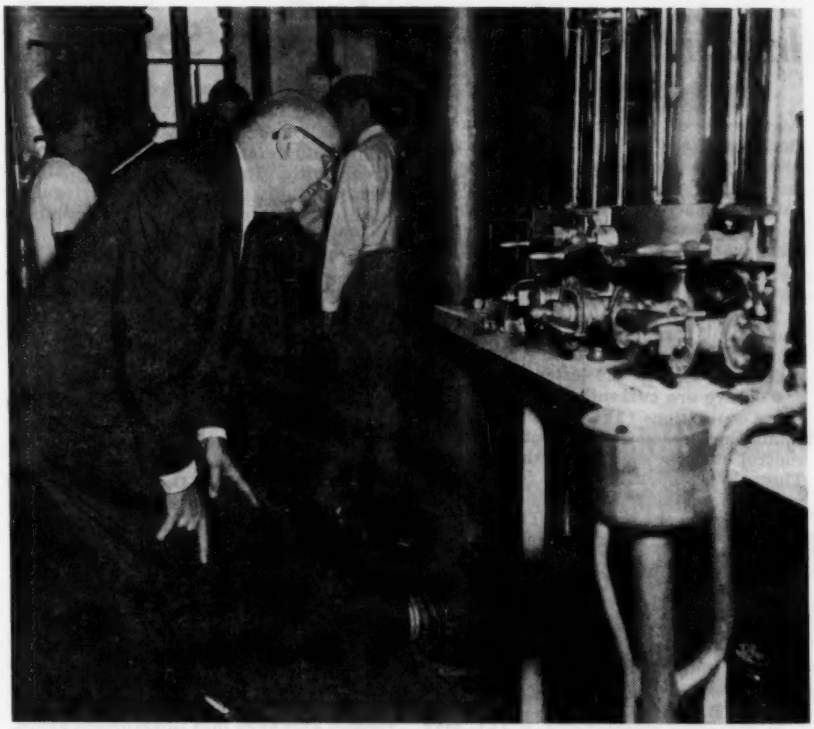
Merely the addition of compressor-driven pneumatic drills would be sufficient to increase materially the output of the average small mine.

Thus, there may be opportunities for small-scale joint venture associations with small mine owners. Indications are that Burma has significant potential mineral wealth if exploited by modern methods.

The Government, mine owners and lease-holders assured the Trade Mission that efforts to survey mineral deposits would be welcome, and they invariably proposed themselves as joint-venture partners in exploiting the mines.

American firms might well consider a positive approach to joint-venture associations even before a full survey can be completed—by forming partnerships with the lease-holders and furnishing them with some power mining equipment, Americans may be able to share immediately in increased profitability of the mine while the overall surveying is in progress.

An American firm might also consider erecting a centrally located smelter to serve the principal miners in one or more areas within economic distance for shipping concentrate to the smelter. Rangoon, Mandalay and Taunggyi might be proper smelter locations.



The U.S. Trade Mission's Director, Bradley Murray, inspects brewery equipment in Mandalay.

Minerals discussed with the Mission included antimony, chromium, copper, lead, manganese, nickel, tin, tungsten, zinc, and jade.

Iron ore and coal are of interest primarily to the Government. West German interests are surveying the possibilities of a steel industry based on these raw materials.

Burma's crude oil today comes principally from Chauk, about 100 miles south of Mandalay on the Irrawaddy River. The oil pipeline from Chauk to Rangoon has been unusable since the war. The crude oil output today is only about 50% of the pre-war level, and the known reservoirs are being depleted.

Petroleum production and distribution is now handled by the Burma Oil Company (1954) Ltd., a joint venture between the Government of Burma and the British-owned Burma Oil Company. BOC is spending $3 million annually to explore for oil.

The Burmese Government is allowing other foreign companies to start exploration in competition with BOC. Interested U.S. firms should refer to "The Burma Petroleum Concessions Rules 1962"—U.S. Embassy Despatch No. 421.

Burma's refineries at Chauk and the Syriam refinery at Rangoon have a total capacity of less than 10,000 barrels per day. The Syriam refinery expansion to be completed in 1963-64 will add some 12,000 BPD.

Natural gas, fairly pure methane, also comes from the Chauk oil field area and is controlled by BOC (1954) Ltd. Burmese estimate that 10,000,000 cu. ft. per day will be available for 25 to 30 years. The government is considering the start of an ammonia plant based on this gas and may invite joint ventures with both foreign and local partners.

Burma's Consumer Goods Market Is Growing

BURMA REQUIRES many consumers' non-durable goods, some of which, such as textiles, are at present largely imported. Due to the fact that per capita annual income in Burma is very low, interest in such products centers in the lower-quality ranges.

The market for consumer durables, while small relative to the population, shows promise of growing at a greater rate than income. Some of the consumer products wanted in Burma are: air-conditioners, ball-point pens and components for assembly, clocks and watches, cosmetics, educational toys, outboard motors, paper products such as stationery, fountain pens, radios, refrigerators, sports equipment, auto tires, household goods, and foods such as condiments, condensed milk, and canned foods.

Existing or prospective manufacturing operations offer opportunity for sale of machinery and equipment to produce some consumer goods, such as sausages, embossed doilies, and popcorn.

Keen interest was shown by Burmese in manufacturing consumer goods in joint ventures with Americans. Some of the projects which were discussed with the Mission were for the manufacture of ball-point pens, bicycle parts, eyeglass frames, glassware, hydrogenated rice-bran oil, kerosene lanterns, tanned leathers, razor blades, thermos flasks, and toothpaste.

Imports Come from Varied Sources

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cognizance of the following distinctive features of the main import groups:

● The **Rangoon Drug House** is the sole importer of all pharmaceuticals. American pharmaceutical manufacturers develop business by having Burmese agents who, in turn, apply to the Drug House for foreign exchange allocation covering the category of pharmaceutical involved.

The agent may then import the pharmaceutical through the Rangoon Drug House, which actually places the export order and sets up the letter of credit.

● There are currently nine **Joint Venture Corporations (JVC)** which have been established under Government ownership control but also with public shareholders. These JVC's operate in the form of private business, under management elected with Government approval. They import, wholesale, retail and compete among themselves, and with private importers and distributors. In 1961, it is estimated that 8% of all Burmese imports were made by JVC's.

Each JVC deals in six product categories: food, hardware, textiles, household articles, paper and paper products, machinery and parts.

In obtaining merchandise, a JVC may negotiate imports or purchases directly, or may call for tenders from agents of foreign suppliers. Thus agents of American exporters may be in a position to compete for JVC business. In some cases, decision among competing tenders is based on price (said to be the case for textiles) and in other cases on price and comparative quality.

Within their product categories, JVC's may also serve as agents for foreign suppliers. It is not improbable that an American manufacturer may wish to consider the desirability of having a JVC as its agent.

● **The Union of Burma Purchase Board,** St. John's Road, Rangoon, purchases common end-use items for Government needs.

● **The Civil Supplies Board,** 77/91 Sule Pagoda Road, Rangoon, has a monopoly on the import of cotton and silk yarns, certain textile items, cement, sugar, condensed and evaporated milk, gunny sacks and corrugated iron sheets.

● **Manufacturers** have the right, within their exchange allocations, to import raw materials, machinery and spare parts for their own use. Such manufacturers may purchase directly or import pursuant to "indent" offers of local agents. The Mission believes that Burmese manufacturers present a growing market for American products that should be more aggressively followed up. In 1961, manufacturers' imports accounted for about 10% of the total for Burma.

● **Union of Burma Wholesale Cooperative Society** is a large government-sponsored buying and distribution agency, wholesale and retail. It deals in a broad range of merchandise and may import freely within its foreign exchange allocation. In 1961, this cooperative, together with other minor cooperatives, accounted for about 5% of all imports.

● **"Incentive" license buyers** are exporters who, as a bonus for developing export sales, have the right to import goods, of any type (not covered by monopolies of other import agencies) to the amount of 7½ or 10% of the foreign exchange generated by their exports. American exporters should be alert to the fact that Burmese exporters, by reason of this "incentive" license, are automatic customer prospects.

● **The Ministry of Defense,** within its foreign exchange allocation, has complete freedom of purchase. Imports of Burmese defense services accounted in 1961 for about 38% of Burma's foreign exchange disbursements.

Export Controls

Exports from Burma are subject to controls. These are intended to conserve essential consumer items for the local market and, more importantly, to put foreign exchange into Government hands.

Exporters must register with the Exporters Registration Board (Ministry of Trade Development). This is easily done and, except for products handled by the Government (mainly rice and teak), a registered exporter may handle any commodity. Each sale must be covered by license, obtained on application by the Burmese exporter to the proper authority from among the Trade Development Ministry, State Agricultural Marketing Board, State Timber Board, or Agricultural and Rural Development Corporation.

Letter of Credit terms are preferred but not a necessary condition so long as the exporter receives payment within six months from date of shipment. Consignment sales are not permitted. It is necessary to clear exports through Burma foreign exchange authorities in order to make sure that terms meet Government regulations.

With respect to foreign trade generally, it is well to remember that virtually all traffic is concentrated in Rangoon. Likewise, the processing of all trade licenses and documentation takes place at Ministries and Bureaus in Rangoon, so that most exporters and importers are located there.

The Trade Mission was confronted with some isolated instances in other cities where exporters and importers found their overseas trade relationships inconvenienced seriously by alleged difficulties in coping with Governmental procedures by remote control.

Government . . .

(Continued from page 583)

ment monopolizes the export of teak logs and lumber, private firms are free to export end products made of teak.

More significantly, however, the 4-Year Plan states that "the strengthening of the private sector will therefore rank as one of (its) most important objectives."

It provides that almost 50% of net capital investment shall be in the private sector. Of this total, more than 75% is being directed to manufacturing enterprise, with the balance to construction and agricultural projects.

Enlarged production of textiles, rubber products, chemicals, metals and transport equipment is receiving particular emphasis.

Of the approximate $470 million of net public sector investment under the Second 4-Year Plan, about 49% will require foreign exchange expenditure.

Of this, about 44% will come from foreign sources—Communist Chinese loan, Japanese reparation, AID (mainly for Rangoon-Mandalay highway project) and World Bank (for diesel locomotives and parts).

The balance will come mainly from foreign exchange earnings of Government activities.

The public sector of the Second 4-Year Plan is estimated to offer American industry an average annual market potential of $35-40 million in equipment, know-how and services. In the agricultural area, this potential will be absorbed mainly by equipment to mechanize farming, by the import of and the creation of the production of fertilizers and insecticides, by irrigation, forestry and conservation projects.

On the industrial front, the Plan will accentuate the creation or expansion of textile spinning and weaving, sugar extraction, utilities and transport, and the production of cement, chemicals, and metals.

Competition for potential U.S. suppliers will be based partly on price, partly on terms of payment, and partly on comparative quality and reliability of service and performance.

This Mission has been impressed by the generally good reputation for quality that American equipment has in Burma and by the willingness indicated by many potential buyers to pay a reasonable premium for superior quality.

On the other hand, the Mission has received comments that many American firms which are known to offer top-notch equipment and which would be welcome as possible suppliers, have not, either directly or through local representation, been responsive to Burmese trade opportunities.

In this connection, the Mission suggests that American firms ascertain whether

existing trade contacts with Burma are of a nature that can best expose them to such opportunities as exist.

The Government expresses hope that at least 25% of the $450 million private sector net investment will be furnished by American and other foreign interests as joint-venture partners with Burmese entrepreneurs.

During its stay in Burma, the Mission was presented with a broad range of industrial projects, large and small, for which Burmese businessmen are soliciting American associates who would be prepared to furnish capital participation and technical guidance.

Shortly after the Mission arrived in Burma, curbs by the Government on private importers accentuated the urgency of interest of many importers in undertaking local manufacture.

Most importers have little or no manufacturing experience, facilities or technical knowledge. However, many seemed to be mature and capable businessmen who have ample capital and, with suitable guidance, could become excellent joint venture partners.

In fact, the Mission was struck by the amount of local capital that Burmese entrepreneurs seemed prepared to invest together with foreign participation.

Notwithstanding any possible relaxation of its import regulations from time to time, the Government will probably not be inclined to any policy that will tend to divert private capital from productive investment into import trade.

Burmese Rely on Imports For Metal Product Needs

AS AN UNDERDEVELOPED nation, Burma imports most of her metal product needs.

There are requirements for basic metals, as well as for all types of metal fabricated items.

A small steel rolling mill, based on scrap, was built several years ago, but the outlook is that Burma will continue for some time to come to import a major part of her needs for steel shapes.

Aluminum shapes are also imported, although there is one rolling mill which supplies about 15% of consumption.

An immediate market for tin cans will be provided by a new condensed milk plant being built as a joint venture between Beatrice Foods and the Burmese Government. This plant will require 25 million cans per year.

The Mission received inquiries for sources of supply for aluminum ingots, shapes and sheets, as well as for tinplate. Interest in machinery included aluminum rolling, galvanizing, small foundries, screw making, and tin can making.

As might be expected from the higher degree of technological skill required, the Mission observed a number of opportunities for joint-venture operation in the field of metal fabrication, such as tin cans, aluminum rolling, winnowing machines, iron plows, locks, conduit pipe, auto leaf springs, paper pins, hand tools, pipe fittings, spring balances, chaff cutters, seed drills, water meters, fire extinguishers, builders' hardware, mechanical toys, screw machine products, fans, and copper tubing.

Frustrated by Fly-Overs

Burma Seeks to Expand Tourist Trade

UNITED STATES firms interested in the operation of tourist facilities and services should take a close look at Burma.

It is highly probable that Burma, until now almost virgin tourist territory, will enjoy a rapid increase in tourist volume. The provision of facilities and services afford a wide range of opportunities.

Against the backdrop of rapidly expanding round-the-world traffic and rising popularity of Asian tourist centers, Burma has not yet acted to obtain a large share of this business.

Today Burma is in the frustrating position of lying on the round-the-world path of a substantial volume of international travelers who do not stop; more than 75% of passengers transiting this part of the world overfly Burma. This is due both to lack of facilities and to lack of advertising and promotion.

There is an immediate and obvious opportunity to capitalize on the big tourist volume en route to Hong Kong and Bangkok. Many world travelers could be persuaded to spend a few days in Burma.

That quick results could be obtained is indicated by the fact that visitors to Burma increased from 5,500 in 1959 to 7,800 in 1960 despite shortages of facilities and services. The estimated volume for 1962 is 12,000.

This potential has been recognized by the Burmese Government. A small tourist bureau has been created, and the Government is acting to promote four new hotels. The Inya Hotel in Rangoon is scheduled to open in the late summer of 1962.

Mission members visited several areas in Burma where international tourist attractions might well be developed. Members were especially impressed with the Inle Lake area and the Sandoway Beach area. Given suitable facilities, these and other spots should be very successful in attracting package tours and other programs.

Burma's Chemical Industry Looks to Ammonia Plant

THERE IS virtually no chemical industry in Burma, and no production of plastic resins.

One plant produces eight tons per day of sulfuric acid, using imported sulfur. There are a few plastic molding and extrusion plants, but even this branch of the industry is in its infancy.

For the near future, polyethylenes in the form of film, bags, containers and blown bottles hold promise, but this market has not yet materialized. The interest observed was predominantly in dyestuffs for textiles and plastics, paints, fertilizers, textile finishing agents, heavy chemicals, adhesives, plastic molding powders, and plastic sheeting.

Since the Mission found no existing industry producing chemicals and plastics, it is not surprising that no interest in purchase of such machinery was forthcoming.

In the Second Four Year Plan of the Burmese Government, the production target for chemicals in 1965-66 is $80 million. Included in Government plans is an ammonia plant to be constructed at Chauk, based on natural gas reserves in that area.

These plans will provide American firms with an opportunity for sales of machinery and equipment, as well as for joint venture operations.

The completion of an ammonia plant will permit diversification into urea, superphosphate, and similar products.

Current interest among Burmese in chemical and plastic joint ventures is represented by proposals for the manufacture of heavy chemicals, plastic-insulated wire, expanded polystyrene articles, saccharin, dyestuffs, "sulfur black" dye, polyvinyl acetate from imported monomer, and adhesives.

TRAVEL TIPS FOR U.S. BUSINESSMEN

U.S. CITIZENS entering Burma must have a valid passport, a Burmese visa and health documents. Visa applications may be obtained from the Embassy of Burma, 2300 S St. NW., Washington, D.C., or from the Burmese Consulate General, 888 Madison Ave., New York City. Forms will be mailed on request.

Limited hotel accommodations in Rangoon are generally well booked and may be particularly difficult to obtain in the cool season (November-March); businessmen are advised to reserve rooms well in advance of their visit. There are no hotel accommodations in interior cities except Mandalay. However, there are some guest houses maintained by the Government in Taunggyi, Bassein, and Moulmein which may be available at a nominal charge through special arrangements with the local authorities.

Rates at the Strand Hotel in Rangoon, where most Americans stay, run from $11 a day up for an air-conditioned single room, including breakfast. Hotels add a 10 percent service charge to their bills but it is customary to tip servants who have provided good personal service. The combined charge for lunch and dinner at hotels or restaurants would normally range between $3 to $5 a day.

Language

Burmese is the official language of the country but English is widely used and understood in business and government circles. There are large Indian, Pakistani, and Chinese communities in Burma which use their native languages as well as Burmese and English.

Every person of Burmese extraction has a personal name; it is impossible, therefore, to distinguish kinship by surnames because there is no similarity between the names of various family members. Prominent or socially-distinguished Burmese men are addressed by the prefix U (equivalent to Mr.) and their wives, or women prominent in their own right, by the prefix Daw.

Public Holidays

Public offices in Burma are closed on the following regularly-occurring holidays:

Peasant's Day—January 1; Independence Day—January 4; Union Day—February 12; Army Day—March 27; May Day—May 1; Martyr's Day—July 19; National Day—December 5.

In addition, offices are closed on the various religious holidays, the dates of which vary somewhat from year to year under the lunar calendar. These holidays and their approximate dates are:

Full Moon of Tabaung—March 4; Thingyan (Water Festival)—April 12-16; Burmese New Year—April 17; Full Moon of Kason—May 2; Full Moon of Waso—July 30; End of Buddhist Lent—October 27; Full Moon of Ta Saung Mone—November 25.

Hours of business are generally from 9 a.m. to 5 p. m., but are somewhat more elastic in Indian or Chinese business houses.

Transport Facilities

There has been considerable improvement in railway service recently, particularly with the resumption of special 1-day service from Rangoon to Mandalay. In general, however, rail travel is slow, uncomfortable and somewhat dangerous.

While travel by automobile in certain parts of the country is not entirely safe, there is no danger along many of the main routes. One must obtain prior approval from the Foreign Office for travel to certain areas. Personal automobiles are ordinarily used only for transportation in and around Rangoon.

Tri-shaw three-wheeled motorcycle taxis are practicable for short trips within the downtown section of Rangoon.

The airport for both domestic and international traffic is at Mingaladon, about 13 miles from the center of Rangoon. Air Service within Burma is conducted exclusively by the Union of Burma Airways which is currently using DC-3 planes for internal flights.

Burma's Woods Create Sawmill Sales Chances

THERE ARE opportunities for both Burmese and U.S. businessmen in the development of enterprises based on the forest products of Burma.

Most notable is the very clear opportunity to increase the flow of specialty Burma woods into the big American market.

American imports of lumber, for example, have increased from 1.3 billion board feet in 1947 to 4.1 billion in 1959.

This is a three-fold expansion in a little over one decade, and the volume is still growing rapidly, but Burma's share of this lucrative trade is much smaller than it could be.

In 1960, for example, America imported 1,688 million board feet of teak, for which Burma is famed. Yet, Burma's share was only 424 million board feet.

A number of American timber importers have, in fact, appealed to the American Embassy in Rangoon for assistance in locating supplies of teak.

Burma has a number of other woods which seem to be overlooked in the United States. These range from softwoods suitable for matchsticks to hardwoods that might be well-suited for flooring.

Other problems in expanding Burma's forest industries include armed insurgent activity in the forests, uncertainty regarding Government policies (all forests are now held by the State Timber Board, which issues cutting leases to private operators), and lack of machinery and equipment.

There is a good market in Burma today for American sawmill equipment, which is highly regarded and much sought after.

Many Burmese are interested in buying these items outright; others are interested in joint ventures in which American partners would supply equipment and technical know-how in return for the Burmese partner's knowledge of local conditions and ability to deliver timber.

Joint-venture opportunities include plywood plants, and factories making knocked-down furniture, blank forms, and parquet flooring.

In order to exploit these opportunities fully, the Burmese need advice on the design of products which can be sold in the American market. This can be accomplished either by direct affiliation with U.S. furniture and flooring manufacturers or by retaining an American designer on a consulting basis.

Interest was expressed in hardboard and particle board manufacture, tanner's extract manufacture, rattan cane processing, and plywood adhesive manufacture.

India . . .

(Continued from page 581)

only the following were cited illustratively:

Oil line pipes and tubes, flexible pipes for passing gas or fluid, iron and steel screws, steel balls above 9/16 inch diameter, milling cutters, gear cutters, electric insulations, thermocouples and pyrometers, electric motor starters, flexible metallic tubes, electric carbons, hydrosulphite of soda, active finishing agents, textile preservatives, ultramarine blue and chemicals not otherwise specified, coal tar dyes, chloramphenicol, oxytetracycline, tetracycline, glycero-phosphates including preparations thereof, vitamin-C, brass rules and component parts thereof, piston rings and piston assemblies, fishing hooks, farinaceous and patent foods, parts of tape and wire recorders, roller composition, weighing machines, microscopes and accessories, laboratory balances and weights, electro-medical apparatus and vulcanized fibre in sheets, rods and tubes.

Imports of yeast cartridges, argon gas, polyvinyl acetate, resin powder, P.V.C. composition, and other unspecified commodities have been banned.

For the first time a provision has been made to grant actual users import licenses for motor vehicle parts to cooperative societies with individual operators as members, and having a fleet of 25 vehicles or more. Another new provision is that supplementary licenses will be granted to established importers of books for the import of books in sheet form only.

The base period on which quotas are granted has been extended for malleable iron pipe fittings, metal working saws, betelnuts, gum arabic, books, and garage tools.

The need to give relief wherever urgently necessary has also been kept in view. A provision has been made for the allotment of newsprint to the extent possible to meet the requirements of additional circulation of existing newspapers and new newspapers.

In changing the application procedure for import licenses, the Indian Government said the licenses will be granted on condition that the first half of the license can be used only in the first six months of the license year, and that endorsement for the second 6 months will depend upon such change in value and conditions as may be decided.

In effect, the new licensing procedure extends to all licenses the year-long validity hitherto applicable only to small-value licenses.

Inquiries concerning quotas for specific items may be addressed to the Near East-South Asia Division, Bureau of International Programs, U.S. Department of Commerce, Washington 25, D.C.

AT "E" CEREMONY: President John F. Kennedy presents an "E" certificate to John G. Blaisdell, left, President of the San Leandro, Calif., Chamber of Commerce, which was instrumental in focusing its community's attention on export expansion. Looking on, center, is Commerce Secretary Luther H. Hodges.

NEEC . . .

(Continued from page 581)

President, Reynolds Metals Co., Richmond, Va.; Charles B. Shuman, President, American Farm Bureau Federation, Chicago; and Milton Slater, Executive Assistant to the President, Thor Power Tool Co., Aurora, Ill.

The Council also includes several members of its predecessor, the National Export Expansion Committee. They are: Leonard F. McCollum, Chairman, American Petroleum Institute, New York City; Morehead Patterson, Board Chairman, American Machine and Foundry Co., New York City; Roger P. Sonnabend, President, Young Presidents' Organization, New York City; and Richard Wagner, President, Chamber of Commerce of the United States, Washington.

Said Secretary Hodges:

"The purpose of this 'across-the-board' membership is to insure that all segments of the American economy are mobilized toward a stepped-up program of export expansion, and that business people throughout the United States become more aware of their export opportunities.

"Through recruitment of 1,000 prominent businessmen as members of Regional Councils in 34 U.S. cities, we will present this program to industry, labor and agriculture in practical, down-to-earth terms. Our sole aim will be to make an exporter of every U.S. company that makes any product needed by anyone, anywhere in the Free World."

State, Commerce Agree On New Attache Program

AN AGREEMENT designed to fulfill President Kennedy's Export Expansion Program by improving the government's international trade services to the American business community has been concluded by the Department of Commerce and the Department of State.

The interdepartmental agreement, signed by Secretary of State Dean Rusk and Secretary of Commerce Luther H. Hodges, provides a stepped-up commercial program within the Foreign Service.

It identifies the overseas commercial attache as a career specialist within the Foreign Service; it provides for recruiting of additional specialists from the Commerce Department and the business world; and it gives the Commerce Department greater participation in the recruitment, training, assignment, and promotion of commercial officers.

U.S. Trade . . .

(Continued from cover page 2)

ment were markedly decreased in 1961. Aircraft shipments dropped by more than one-third as jet aircraft deliveries tapered off from high 1960 levels. Sales of trucks and automotive parts declined appreciably last year, and shipments of passenger cars were reduced slightly.

Sales of most metals declined in 1961. One exception was steel scrap shipments, which expanded last year in response to high Japanese demand. Exports of steel-mill products, copper, aluminum, and other nonferrous metals decreased substantially.

Sales abroad of most other nonfarm industrial materials also declined last year. Foreign purchases of U.S. synthetic rubber, coal, and petroleum products all were reduced.

Imports Rise After Mid-1961

The trend in U.S. imports in the past two years followed fairly closely the cyclical fluctuations in the U.S. economy.

As industrial activity declined in 1960, imports receded from their relatively high plateau. By January-March 1961, imports had dropped to $13.8 billion, at a seasonally adjusted annual rate.

Recovery in the United States began in the spring of 1961, but imports did not respond strongly until after mid-year. However, by the final quarter of the year, imports were $15.7 billion, at a seasonally adjusted annual rate, the highest level in two years.

Despite the strong upswing in the latter half of the year, imports in 1961 fell below the 1960 total.

Mild decreases in both quantity and unit value dampened the total import value in 1961. Price declines for imports of both crude rubber and coffee were substantial, and decreases in volume of rubber, metals, and automobiles were also large.

Raw materials imports were substantially reduced in 1960 and again in 1961. However, in the final quarter of 1961, they had rebounded close to the record quarterly average of two years earlier.

Purchases from abroad of crude natural rubber, iron ore, steel products and copper all rose by year end, although for the total year they were far short of 1959 and 1960 levels.

U.S. purchases of foreign finished goods fell short of the 1960 peak in spite of a strong upward trend in the latter part of the year. The decline in 1961 halted the steady uptrend that had persisted for many years.

A substantial part of the 1961 decline reflected the drop in deliveries of small foreign automobiles by $200 million, as well as by the decrease of one-fifth from the 1960 record in cotton textile imports.

Running counter to the downtrend, U.S. purchases of machinery continued their long-trend growth in 1961. Notable gains occurred in imports of radio apparatus and office machines. Jet aircraft deliveries from the United Kingdom, France, and Canada also rose sharply in 1961.

Total imports of foodstuffs in 1961 were buoyed by renewed large purchases of foreign cattle and meat products. Coffee imports decreased further in value because of declining prices—the quantity imported was about the same as in 1960. Sugar receipts were smaller than in the two preceding years.

Imports from Western Europe Down

Among industrial areas, imports from both Western Europe and Japan were under 1960 levels, although some improvement began after mid-1961.

Most of the decline in purchases from Western Europe represented smaller imports from the United Kingdom, particularly of automobiles. Imports from the European Economic Community were reduced moderately in 1961 in contrast to the sharp decrease in the preceding year, when imports of steel and automobiles receded from swollen 1959 levels.

From Japan, imports of both consumer goods—especially footwear—and of industrial supplies declined. Imports from Canada, particularly of industrial supplies, gained strongly in 1961.

Imports from developing countries showed mixed trends in 1961. Purchases from the Latin American Republics, exclusive of Cuba, and from the Far East, exclusive of Japan, were about the same in 1961 as in 1960. Larger imports came in 1961 from Africa, Australia and the West Indies.

Changes from 1960 to 1961 in U.S. Exports of Major Commodities

(Value in millions of dollars)

COMMODITY	1960	1961	CHANGE
Total nonmilitary exports, including reexports	19,609	20,064	+463
Total exports of U. S. merchandise[1]	18,695	18,869	+174
Foodstuffs	2,762	3,054	+292
Grains and preparations	1,655	1,893	+238
Other foodstuffs	1,107	1,161	+ 54
Crude materials	2,588	2,546	− 42
Raw cotton	980	875	−105
Other crude materials	1,608	1,671	+ 63
Manufactures, including semimanufactures[1]	13,345	13,269	− 76
Machinery	4,121	4,483	+362
Metals and manufactures, except ores	1,962	1,799	−163
Chemicals and related products	1,629	1,672	+ 43
Automobiles, parts and accessories	1,221	1,118	−103
Textile manufactures, including semimanufactures	694	681	− 13
Petroleum products	471	436	− 35
Aircraft, parts and accessories	551	351	−200
Other manufactures	2,696	2,729	+ 33

[1] *Excluding "special category" items.*

Changes from 1960 to 1961 in U.S. Imports of Major Commodities

(Value in millions of dollars)

COMMODITY	1960	1961	CHANGE
General imports, total	15,017	14,720	−297
Imports for consumption, total	15,014	14,628	−386
Foodstuffs	3,287	3,318	+ 31
Coffee	1,003	964	− 39
Cane sugar	507	457	− 50
Meat and edible animals	386	479	+ 93
Other foodstuffs	1,391	1,418	+ 27
Crude and semimanufactured materials	6,467	6,236	−231
Ores and metals	2,122	1,863	−259
Crude petroleum and residual fuel oil	1,378	1,435	+ 57
Other industrial materials	2,967	2,938	+ 29
Finished manufactures	5,260	5,075	−185
Machinery	711	789	+ 78
Textile manufactures	827	770	− 57
Newsprint, other paper, and manufactures	762	760	− 2
Metal manufactures	612	554	− 58
Automobiles, and parts	627	378	−249
Aircraft and parts	62	152	+ 90

A Weekly Roundup of Timely News Items Received From More Than 280 Foreign Service Posts

BRIEFS ON WORLD COMMERCE

- AUSTRALIA—One of the biggest petrochemical plants in Australia is about to begin commercial production in Sydney. Built at cost of $13 million by Shell Oil Co., plant will produce ethylene gas for conversion into plastics. This is second petrochemical plant to produce ethylene in Australia.

  U.S. investment in Australia increased almost 42% in fiscal year July 1, 1960–June 30, 1961, over preceding year, to $189 million, reveal figures just released by Australian Federal Statistician. U.S. investment in Australia now totals well over $1 billion. Rise in U.S. investment was double growth of all private investment from foreign sources, which increased some 20%, to $511.8 million in 1960–61 over 1959–60. Although U.K. continued to be source of largest inflow of private investment in Australia in 1960–61, with total of $238.3 million, increase over the year before amounted to only about 2%.

  New commercial TV stations should be operating in 5 capital cities by mid–1964, Postmaster–General of Australia announced recently, making total of 87 national and commercial TV stations throughout country. New stations will consist of a third commercial channel in Sydney, Melbourne, Adelaide, and Brisbane, and a second one in Perth.

- BELGIUM—New Bowater–Phillips corrugated cardboard plant at Ghent has started production with yearly initial capacity of 10,000 tons, later to be expanded to 40,000 tons. Annual per capita corrugated board consumption in Belgium rose from 6.4 to 12.3 lb. between 1950 and 1960. Present per capita consumption is 17.2 lb. in EEC and 88 lb. in U.S.

  Electric firm, Ateliers de Constructions Electriques de Charleroi (ACEC), announced completion prototype of 100–person capacity electric bus. Each rear wheel powered by separate electric motor fed by diesel generator. Advantages stated to be smooth operation, economy, low maintenance, braking by electricity, and low noise level.

  Westinghouse licensing agreement will permit electrical firm, ACEC, to produce silicon diodes at new factory being built at Gerpinnes, south of Charleroi.

- BRAZIL—First Soviet exposition of commerce and industry to be held in Brazil is scheduled to open May 3 in Rio de Janeiro. Equipment to be shown in month–long exhibition will include heavy industrial machinery, scientific and electronic apparatus, household appliances, and consumer goods.

  Exports in 1961 totaled $1,403 million, an increase of 11% over $1,269 million registered in 1960. Imports remained practically unchanged at $1,461 million.

- BURMA—Burma Railways have contracted to buy 28 Krupp diesel–hydraulic locomotives and 27 Alsthom (French) diesel–electric locomotives under an IBRD loan.

- CEYLON—Country had a surplus merchandise trade balance in 1961 for first time since 1956, with exports and reexports amounting to about $364 million, and imports $358 million.

  With announcement that Rumania has contracted to buy 6,000 tons of sheet rubber, export commitments to Sino–Soviet bloc countries now total about 45,000

tons, almost equal to Ceylon's 1961 production of sheet rubber. Commissioner for Commodity Purchase, Government of Ceylon, reportedly has taken over sole monopoly of sheet rubber exports in view these commitments.

- COLOMBIA—New plant to produce and assemble farm machinery, Sociedad Fundiciones y Maquinas, has been formed by Famagrin & Penagos Bros., Bucaramanga, capitalized at $1.5 million.

  American-type cigarettes will be produced, starting in 1963, by new company, Latinoamericana De Cigarrillos S.A., formed by Cia. Colombiana de Tobaco and Cia. Nacional de Cigarillos. Initial production to be mixture of imported and domestically produced light-leaf tobacco. Initial import of light-leaf tobacco will be made from U.S. in amount estimated at $100,000.

- ECUADOR—Housing and sewer loans totaling $13.6 million agreed to in principle during visit to country last month of Inter-American Development Bank president.

- FINLAND—A 15-member Finnish trade mission spent month visiting India, Singapore, Thailand, Hongkong, and Japan. Good possibilities evident for Finland to increase exports of its wood processing and metal industries to Far East. Mission interested in increasing purchases from Japan, especially of consumer goods such as cameras and radios.

  Vaasan Laiva Oy has announced that its newest ship, the 13,000-ton M/S Vaasa Leader, will be put into service between Finland and U.S. Pacific ports. This will be first direct operation between Finnish ports and West Coast of U.S.

- FRANCE—Parke Davis, Detroit, and Reilly Tar & Chemical Corp., Indianapolis, will establish two jointly owned companies to produce and market chemicals for Europe; $3 million will be invested on a production program for bulk and fine chemicals.

  Brown Fintube Co., Elyria, Ohio, has formed Brown Fintube France Brunoy for manufacture of heat conduction apparatus and fluid conductors.

  Clupak, Inc., New York, and Cellulose du Pin, Paris, have formed agreement for manufacture of flexible paper principally for use in packaging.

  Foxboro Co., Foxboro, Mass., has formed Foxboro France, Paris, for manufacture and sale of mechanical instruments and temperature and pressure control valves.

  General Electric Co., Schenectady, N. Y., and Thomson Houston, Paris, have formed Societe Europeenne de Semi-Conducteurs, Paris, for research, development, manufacture, and sale of semiconductors.

- ICELAND—Iceland Defense Force presented Government $109,530 to cover cost of increased maintenance of certain Icelandic roads as result of their use by U.S. vehicles during 10 years prior to July 1, 1961. Director of Roads intends to purchase road-paving machinery with part of money and plans to repave part of Reykjavik-Hafnarfjordur-Keflavik Road this summer.

- INDIA—Bank deposits now can be insured through India's Deposit Insurance Corporation, modeled after U.S. Federal Deposit Insurance Corporation.

- IRAN—Central Bank of Iran has granted extension for settlement of collection drafts for "nonessential" imports maturing during Iranian year 1340 (Mar. 21, 1961-Mar. 20, 1962). Deadline, previously designated Mar. 20, 1962, extended to Sept. 21, 1962. In no case, however, may new deadline be more than 2 years from date of shipment of goods.

- IRAQ—Team of Czech consulting engineers has submitted project report on proposed Basra oil refinery; initial productive capacity expected to be about 13 million tons of oil products annually. Refinery is one of projects listed in Iraqi-Czech technical and economic cooperation agreement of October 1960.

- ITALY.—Government has extended until June 30, 1962, operation of the law under which medium-term loans can be made to business firms at interest rate of 5%.

  Goodyear Tire & Rubber Co., Akron, has 10-year pact with Manifattura Ceramica Pozzi, S.p.A., Milan, for technical assistance in construction of an 88-million-

lb.-per-year vinyl resins plant, part of a $50 million petrochemical complex being built by Pozzi at Ferrandina in southern Italy.

- KOREA—Japanese and West German investment interest is reflected in negotiations underway between Korean Wha-il Industrial Co. and the Japanese Chori group for long-term loan of $10 million to erect 23,500-kw. hydroelectric plant; Nisson Motors of Japan and consortium of Korean firms consulting on a loan and technical assistance contract for plant to produce 2000 to 3000 small cars and assorted truck models annually; and Furhmeister A.G. of Hamburg negotiating with Korean Kum Sung Co. to extend $1.25 million loan to build plant for manufacture of various items of telecommunications equipment.

- KUWAIT—Government has approved $16.8 million loan to Republic of Sudan, payable in 15 years at 4% interest, to finance railroad and Port Sudan harbor developments.

- NETHERLANDS—Ministers of Economic Affairs for the Benelux countries have agreed on closer cooperation in field of export promotion. Special attention will be given to coordinating foreign trade missions and joint participation in trade fairs and exhibits abroad.

  Eight U.S. companies were among the 224 firms participating in the RAI Spring Auto Show in Amsterdam. Seventy-five percent of the commercial vehicles sold in Netherlands last year were manufactured in Common Market countries with lion's share of all business going to Germany. U.S. Consulate General, Amsterdam, reports considerable interest in U.S. exhibits of auto equipment and spare parts during show; a number of export opportunities were discovered by Consulate General staff.

  Government has confirmed that the important natural gas field, discovered around Slochteren in Groningen Province in 1960, was considerably larger than previously estimated. Gas reserves now estimated at minimum of 150 billion cubic meters, sufficient to supply 25% of Dutch energy requirements for 20 years. . . . Netherlands Petroleum Co. (NAM) has announced that new deposits of petroleum and natural gas have been discovered at village of Anerveen, south of Slochteren field, but no information is available on size of deposits.

  Benelux Ministerial Council announced that, as of July 1, road transport between the 3 countries will be possible without a special permit or border-crossing authorization. As part of the liberalization, carriers will have to comply with a fixed tariff schedule, which will allow a 30% margin between minimum and maximum rates.

- NIGERIA—A 6-year $1.8 million development plan, with major emphasis on agriculture, industry, and technical education, has been announced. Top priority project is the $196 million Niger River Dam to develop electric power and a year-round navigable waterway. Other projects envisaged are an iron and steel industry and a $112 million telecommunications program. Government hopes to finance plan by borrowing $840 million abroad, issuing $280 million of bonds, and securing foreign investments of $560 million. U.S. already has made a $224-million commitment to plan.

- NORWAY—Norwegian Agency for Development Assistance has been established, to coordinate and administer Norwegian assistance to developing countries. Trygve Lie, Governor of Akershus County, has been named Chairman of agency.

  Norwegian-America Line recently sent invitations to number of European shipyards to bid on construction of new passenger liner. Specifications call for a 615-ft. vessel of about 21,000 gross tons, with cruising speed of about 20 knots, and accommodations for some 850 passengers. Vessel will replace the Stavangerfjord, which is to be taken out of service in 1964.

- PAKISTAN—Government will buy 120 railway coaches and other rolling stock from

Federal Republic of Germany, financing to come from a $5.75 million (23 million marks) loan from German Government. Loan also provides for purchase of 4 self-propelled railcars and 8 trailers, all for Pakistan Eastern Railways.

- PERU—Agreement in principle signed in London with Lazard Bros. & Co., Ltd., representing group of 37 private banks, insurance companies, and pension funds, for financing Mantaro hydroelectric project. The British loan, for $39.2 million (14 million pounds sterling), will be for 15 years and reportedly is to be "guaranteed by the British Government." Two British firms, George Wimpey & Co., Ltd., and English Electric, and a German company, Siemens-Schuckertwerke A.G., are to do the construction, under supervision of Italian firm Electro-consult.

  Authorization reportedly has been given for Banco de la Nacion Argentina and Banco do Brasil, S.A., to open branches in Lima.

- PORTUGAL—Local representatives in Lisbon of 3 foreign automobile producers—Ford, Peugeot, and Mercedes-Benz—thus far have applied for authorization to build motor vehicle assembly plants in Portugal.

  The 11th General Congress of International Hotel Association will be held in Lisbon from May 21-28. Some 700 delegates, representing 32 countries, are expected to attend.

- SINGAPORE—In effort to increase pace of industrialization, Economic Development Board now offers to pay up to 75% of capital required to set up new industries, in form of loans or shares. Policy applies to all approved investment, foreign and domestic.

- SOUTH AFRICA, REPUBLIC OF—Polymer Corp. of Canada, in conjunction with Fluor Corp. of Los Angeles, will erect new synthetic rubber plant in Sasolburg adjacent to SASOL, South Africa's oil from coal corporation. SASOL will produce the chief raw materials for new plant. Industrial Development Corp., in collaboration with several interests, including Dunlop, Firestone, General Tire, and Goodyear, will underwrite project.

  A U.S. engineering firm reportedly is a prime bidder on the Orange River Development Project, a TVA-type scheme, which has been scheduled for immediate undertaking. The 30-year project, estimated to cost $630 million (450 million rands), is designed for urban water supply, irrigation, electric power production, and flood control.

- TANGANYIKA—Despite severe drought conditions in a year of political transition, trade with U.S. has continued to grow. U.S. shipments to Tanganyika moved to $3.9 million in 1961, an increase of more than $1 million over 1960.

- TRINIDAD—Government has granted pioneer status to a pipe manufacturer and a paper products firm: Pipelines Ltd., to manufacture pipe and pipe fittings of steel and aluminum; and Craft Paper Products, to manufacture toilet rolls. Firms allowed exemption from import duties, accelerated depreciation, and other incentives, including income tax holiday and right of repatriation of capital investment and profits.

- UGANDA—A stock exchange in Kampala has just been formed. Stated object is to create opportunity in Uganda for dealing in stocks and shares of local and outside public companies and to encourage local investment, particularly among Africans.

- UNITED KINGDOM—Bank of England has reduced bank rate from 5.5% to 5%, second cut in 2 weeks and fourth since last July, when rate was raised from 5% to 7%. Money rates still higher than in most other money markets, however, and inflow of short-term funds may continue. Cut in bank rate also seen as move by Government to ease credit squeeze and give a slight stimulus to industrial production, which has shown signs of sluggishness in recent months.

NATO Project in Portugal Opened to U.S. Bidders

A new project in Portugal, estimated to cost $819,750, has been opened to U.S. bidders under the international competitive bidding procedure of the North Atlantic Treaty Organization (NATO).

The project calls for supply and installation of an electric system at a petroleum, oil, and lubrication depot in the Lisbon area.

The work will be carried out under a single contract.

Eligible firms interested in bidding should express their interest, by Apr. 25, to Secretariade-Geral da Defesa Nacional, Comissao Executiva de Infraestruturas OTAN (CEIOTAN), Rua Cova da Moura, 1 Lisbon 3, Portugal.

The following statement should appear in the lower left-hand corner of the envelope: "Concurso para o Fornecimento e montagem das instalacoes electricas do Deposito P.O.L. OTAN na area de Lisboa."

A copy of the tender notice, in English, containing additional information, is available from the Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

U.S. firms not already certified to participate in NATO work should send a resumé of their qualifications to the Business Services Division, as described in the brochure on the NATO international competitive bidding program available from that Division.

Bermuda Businessman Seeks Radio Station Tower Bids

A Hamilton, Bermuda, businessman plans to establish and operate a new radio broadcasting station in that country.

Montugue E. Shepard, Capital Television and Sales Co., Church and King Sts., seeks offers from U.S. firms for the supply, delivery, and erection of a 150-foot guyless tower.

Contact Mr. Shepard for further information.

Argentina Extends Bid Date For Cargo Vessel Financing

Empresa Líneas Marítimas Argentinas, the Argentine state-owned shipping line, has extended the bid deadline from Mar. 20 to 4 p.m. Apr. 24 for the construction and financing of 14 cargo vessels. (FCW, Jan. 22, p. 120.)

10 Governments Invite Bids

Bicycles, Goats, Bakeries, Lathes Among Products Sought Abroad

SEVERAL foreign governments, through their authorized procurement agencies, are inviting tenders for items of interest to U.S. suppliers. These opportunities are listed below. With each item, the date given is the closing date on which bids will be accepted.

Bidding instructions, specifications, and other pertinent data are available, on loan to firms domiciled in the United States, from the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., as indicated by a star (★), or telephone WOrth 7-2381 in Washington.

Australia

Machine, hand-operated bench type for use in marking on circumference of round mild steel bars from 7/16 in. to 1 in. diameter by 6 in. long, up to seven letters and numbers in 1/16 in. characters; schedule T.4/340/565, 2 p.m. Apr. 26. Secretary, Contract Board, Chancery House, 485 Bourke St., Melbourne, C.1.★

Radar simulator and handbooks; tender schedule C.62/22, 2 p.m. May 29. Secretary, Central Contract Board, Department of Civil Aviation, Ground Floor, 499 Little Collins St., Melbourne, C.1.★

Ceylon

Electric weld steel tubes and steel strips for bus seat frames; file S/GT/420, 10 a.m. Apr. 25. Chairman, Tender Board, Ceylon Transport Board, Kirula Rd., Naraphenpita, Colombo. (FCW, Mar. 26, p. 505.) Specifications now available on loan.★

El Salvador

Bicycles, 50, black for men, 22 in. chassis, 28 in. x 1½ in. rim; tender 56(62), Apr. 25.

White bond index books and correspondence file dividers, 2,000 each, tender 43(62), May 3; **white paper,** 3,000 reams; tender 44(62), May 2.

La Proveeduria General de la República, San Salvador. Specifications in Spanish.★

Water meters, 23,475 of various sizes; Licitación Pública No. IM4/62 and IM5/62, Apr. 23. Administración Nacional de Acueductos y Alcantarillados (Proveeduria), 2ª Avenida Norte No. 512, San Salvador. Specifications and conditions in Spanish.★

Greece

Water meter spare parts, estimated value, $50,000; No. 869, noon Apr. 20; Greek Water Co., 4 Kolokotroni St., Athens.★

Typewriters, 70, and **calculating machines,** 120, estimated value, $26,000; No. 5862, noon Apr. 25; **VHF one channel telegraph systems,** 25, estimated value, $40,000; No. 5868, Apr. 20; Greek Telecommunications Organization (OTE), 4 Sophocleous St., Athens.★

Luggage carrying electric vehicles and trailers, 11 each, estimated value, $12,350; noon Apr. 20; Greek State Railways (SEK), 34 Themistocleous St., Athens.★

Step voltage regulator, estimated value $20,000; tender DMPM-12430, Apr. 24; **creosote,** 300,000 kg., estimated value, $21,000; tender DYP-357, Apr. 24; **automatic fire-fighting equipment,** including alarm system, estimated value, $85,000; tender PAP, Apr. 30, 2 p.m.; Public Power Corp. (PPC), Athens-Piraeus Division, 4 Korai St., Athens.★

Water marked paper, 100 tons; tender B/129, 1 p.m. Apr. 24; **metals** for printing: 15,000 kg. linotype, 10,000 kg. monotype, and 2,000 kg. pure lead, estimated value, $13,350; tender B/133/62, 1 p.m. May 26; State Purchases Directorate B', 50 Socratous St., Athens.★

(See Products, page 600)

Short Bid Deadlines

Notice of opportunities to bid are published as soon as possible after they are received; the deadlines, however, frequently are short. U.S. firms desiring to compete on short deadline bids may wish to cable the contracting office and request an extension.

Some importers abroad will accept cable bids, if cable states price and that a formal bid has been air mailed. Sending tenders by air rather than regular mail may ensure being on time.

Information on bids, even though the bidding periods are short, has proved useful to many U.S. firms interested in subcontracts or in planning future sales development.

Korea Asks Tenders For Radio Equipment

The Republic of Korea is inviting bids for radio equipment and materials.

Invitation KFX-2020-S, project 62-4 calls for the following equipment:

1. Radio frequency, cathode ray oscilloscope spectrum analyzer, including camera and graph recorder.

2. Complete system for processing crystals to be used in communications equipment and testing apparatus, including a supply of uncut crystals and emery.

The processing equipment shall include all necessary components from an automatic machine to curve generators and polishers.

3. Mobile unit for radio frequency testing and monitoring purposes, including frequency standard, signal generator, and various types of frequency meters, plus suitable accessories and circuitry.

4. Portable direction finder and extra heavy-duty master antenna rotator.

Estimated value is reported to be $103,350.

Early delivery is desired, with a deadline of Oct. 15.

Delivery, either f.a.s., c. and f., or c.i.f., is at the buyer's option; port of discharge is Pusan.

Bids should reach the Officer of Supply, Government of the Republic of Korea, Seoul, by 4 p.m. Apr. 30.

A copy of the tender, including terms and specifications, is available on loan to firms domiciled in the United States from Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

Luxury Yacht To Be Sold By Dominican Republic

The luxury yacht Patria (formerly Sea Cloud) has been offered for sale by the Dominican Republican Government for $2.5 million, according to a recent announcement in *El Caribe*.

Specifications and photographs of the vessel are available on loan from Business Services Division, BIBO, Washington 25, D.C.

Write to Major General Victor Elby Vinas Roman, Secretary of the Armed Forces, Government of the Dominican Republic, Santo Domingo.

Turkey's 1961 tobacco crop was revised downward following the closing of the Aegean market on January 15, 1962, the Foreign Agricultural Service reports.

Currently, the 1961 crop is estimated at 219 million pounds from 347,000 acres, compared with the earlier forecast of 238 million pounds from 385,000 acres.

Products . . .

(Continued from page 599)

Goats for breeding, 1,000 male and female (800 SAANEN and 200 TOGGENBURG), estimated value, $70,000; file 1686, May 5, 3:30 p.m. Permanent Supplies Committee, Agricultural Bank of Greece, 23 Venizelos St., Athens.★

Bid deadline extended from Mar. 30 to Apr. 25 for treated **wooden poles** of various sizes, 17,500, estimated value, $440,000; Inquiry DMKD-249A. Public Power Corp. (PPC), 30 Chalcocondyli St., Athens. (FCW Mar. 5, p. 381.) Specifications now available.★

India

Excavators, ¾ cu. yd. crawler mounted or wheeled, 24; tender SE-7/26289-M/1, Apr. 25. Directorate General of Supplies and Disposals, Government of India, N. I. Bldg., Parliament St., New Delhi.

Iraq

VHF radio telephone sets, 7; Apr. 22, to be used by Director General of Security, Ministry of Interior. **Motorcycles,** for Directorate General of Police. Apr. 22. Specifications for both items available for 1 dinar ($2.80) per copy from Secretary, Central Foreign Purchasing Board, Ministry of Finance, Baghdad.

Supply and erection of elevated **water tank** and movement of old tank from one place to another in the Basra garrison camp. Detailed specifications and conditions available for 5 dinars ($14) each from Directorate, Military Works, Ministry of Defense, Baghdad. Before noon on Apr. 25. **Potassium hydroxide flakes** (caustic potash); tender SIGS/23, noon Apr. 30. Specifications available for 0.5 dinar ($1.40) a set from Directorate, Contracts and Purchases, Ministry of Defense, Baghdad.

Water fittings for Khan Beni Sa'ad Distribution System; notice 17, Apr. 21. General conditions and specifications available for 1 dinar ($2.80) a copy from Directorate General of Planning, Ministry of Municipalities, Baghdad.

Transformer, 200 kv.-a., complete with metering and switchgear, for the Milk Collecting Center at Fudhailiya; tender 8-1962, Apr. 15. Dairy Administration, Baghdad. (FCW Mar. 26, p. 506.)★

Propane gas cylinders; tender TAWZEE/7/1962, Apr. 17. Director General, Stores and Transport Department, Administration of Distribution of Oil Products, Ministry of Oil, P.O. Box 302, Baghdad. Specifications and conditions available from that authority for 2 dinars ($5.60), not refundable.

Mechanized bakeries, 2, complete; also **tools** required for erection and maintenance and 2-year supply of **spare parts;** tender MISC/60, May 9. Bakeries must be equipped with flour handling, dough processing, and shaping machinery, and two ovens heated by oil-fired low-pressure steam boiler. Director, Contracts and Purchases, Ministry of Defense, Baghdad. Specifications and conditions of payment also available for 0.5 dinar ($1.40) a copy from that authority.★

New Zealand

Machine printing telegraph equipment, including 35 typing reperforators and 12 tape transmitters; tender CAQ 32/62, noon Apr. 30. Stores Manager, Civil Aviation Administration Private Bag, Wellington. Specifications available from New Zealand Senior Trade Commissioner, 1145 19th St., N.W., Washington 6, D.C.★

Pakistan

Chokes and **starters** for fluorescent tubes, 4,925 each; tender 564/DS/210/DCR/171, Apr. 19.

Steel stepped **tubular poles** of different working loads, 4,000; tender 572/DS/180/Z-I/61/62, Apr. 19.

Low-tension **tee boxes** for 4-core underground cables of different sizes, 90; tender 579/DS/54/Z-XXVI/61-62, Apr. 20.

Aluminum cable steel reinforced conductors, various sizes, 2,225 miles; tender 557/DS/186/Z-IV/61-62, Apr. 16.

All **aluminum conductors,** various sizes, 735 miles; tender 558/DS/188/Z-VI/61-62, Apr. 16.

Total of 33,500 yd. low-tension 4-core **bazaar cable,** various sizes; tender 565/DS/185/Z-XXII/61-62, Apr. 17.

Stores Directorate, Electricity (Operation Branch), West Pakistan Water & Power Development Authority (WAPDA), Gardi Trust Bldg., Old Anarkali, Lahore.★

Electric motors, 3, 85 hp. each. Tender WP/841/62, Apr. 18. Purchase Directorate, West Pakistan Water & Power Development Authority (WAPDA), Munshi Chambers, Lake Roade, Lahore.★

Sudan

Black steel pipe, 5,000 ft. 4 in. nominal bore x 5 W.G. for rising mains, in random lengths not exceeding 15 ft. and not less than 10 ft., threaded and fitted with sockets; noon May 1. Assistant General Manager (Supplies), The Sudan Gezira Board, Barakat.★

Grinding machine, one heavy-duty motor-driven double-ended floor, with wheels of 24 in. x 3½ in., and **spare parts** for 2 years maintenance; contract 2588, noon May 2.★

Taiwan

Copperweld ground rod with clamp ⅝ in. x 8 ft., 5,000, tender GFD-11919, Apr. 17; **spring washers,** 4 metric tons, tender GFB-11929, Apr. 16; **steel products:** One-ton **steel boiler plate;** 3.62 tons (20 pieces) **checkered steel plate;** 16 tons **steel channel;** 34.7 tons (100 pieces) **mild steel plate;** 11.46 tons (60 pieces) **steel angle;** and 8 tons **carbon steel round bar** for rivets; tender GFA-11937, Apr. 11. Central Trust of China, Purchasing Department, Taipei.★

Substation Equipment Requested in India

The Madras State Electricity Board invites tenders for supply and erection of substation equipment under the Parambikulam Hydroelectric Scheme.

The equipment called for includes transformers, circuit breakers, lightning arresters, cables and accessories, control and relaying equipment for various substations, and earth connections.

A copy of specification E.609 with drawings is available on loan to firms domiciled in the United States from Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

Tender documents may also be obtained for $26.51 (this includes airmail postage) from the Accounts Officer, Madras Electricity System (Distribution), 157 Mount Rd., Madras 2.

Steam Power Station Planned in Egypt

The United Arab Republic has invited bids for supply and installation of a complete steampower station at the town of Assiout, about 35 miles south of Cairo.

Specifications call for bids on the basis of two alternatives: Three 15,000-kilowatt turboalternators, plus four 75-t/h (tons per hour steam capacity) boilers, or two 30,000-kilowatt turboalternators, plus three 135-t/h boilers, together, under either alternative, with all necessary auxiliaries.

Bids, accompanied by a provisional deposit of two percent of the contract value, should be submitted by May 23 directly to the Director General, Electrification Projects, Technical Bureau, Ministry of Public Works, Cairo.

A copy of the specifications and bidding conditions is available on loan from Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

South Australian Company Wants Balloon Machinery

A company in South Australia, Ad Aids & Co., Ltd., is interested in purchasing machinery capable of printing balloons in two or three colors.

Interested manufacturers have been asked to write to the firm direct at 189 Hanson St., Adelaide, South Australia.

Planned CONSTRUCTION PROJECTS

Supplementary information on items followed by a star (★) is available to U.S. firms domiciled in the United States from Office of Commercial Services, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or telephone WO 7-5561 in Washington.

List of heavy construction projects announced during first quarter, 1962, available on loan.★

DENMARK—Jutland Telephone Co. (Jydsk Telefon A/S) obtained loan through Kuhn, Loeb & Co. of New York for proposed **expansion and modernization of equipment.**

HONG KONG—**Redevelopment plan** for Hong Kong's central area awaiting final approval of city's Legislative Council. Plan suggests interrelated **commercial, cultural, and administrative center** involving building construction, dockyard development, and related works such as roads and parking area. Copy of plan with maps and illustrations available.★

IVORY COAST—Ministry of Agriculture, Abidjan, Ivory Coast, and other agencies investigating possibility of developing **kenaf industry.**

MEXICO—Cartuchos Deportivos de Mexico, S.A., to build **factory** to produce **cartridges** for rifles and shotguns. Technical supervision comes from Remington Arms Co.

MOROCCO—Government to proceed with construction of **sugar beet refinery** at Sidi Slimane with capacity of processing 3,000 metric tons of beets a day and 40,000 metric tons of sugar a year. Contract for plant already awarded, but opportunities exist for secondary material for factory. National Irrigation Office, Rabat.

MOZAMBIQUE—South African group to construct large **hotel** at Lourenco Marques, Polana Beach, according to local press reports. (FCW, Mar. 12, p. 416.)★

PAKISTAN—Pakistan Industrial Development Corp., PIDC House, Kutchery Rd., Karachi 4, and Burmah Oil Co., Chittagong, have reached agreement on laying northern extension of Sui Multan **natural gas pipeline,** which will run from Rawalpindi to Lahore. PIDC to form new company to construct line and distribute gas.

PHILIPPINES—A 30-million peso (3.67 pesos=$1) **reclamation program** to be initiated soon in Cebu harbor. Work will include construction of bulkhead and marginal wharf 1.2 miles long and roads and drainage system within reclaimed area; it will call for dredging in Cebu harbor.★

REPUBLIC OF SOUTH AFRICA—Caltex (Africa), Ltd., to build R22 million (1 rand=$1.40) **oil refinery** at Cape Town. Construction to begin this year.

Ministry of Transport, Transport Bldg., Fountain Lane, Pretoria, to initiate discussions with Caltex officials for establishment of **harbor facilities** to handle tankers supplying refinery.

SIERRA LEONE—Based on field survey by Rendel, Palmer, and Tritton, Consulting Engineers, Westminister, London, SW.1., **road improvement program** advocated by Government of Sierra Leone. Program calls primarily for construction or improvement of three selected sections of roads where needs are greatest.★

SINGAPORE—Tenders will be invited from qualified local and foreign contractors for **Pasir Panjang power project** by Singapore City Council, and Merz and McClellan, "Milburn" Milbourne Rd., Esher, Surrey, England, consulting engineers. Sale of U.S.-made equipment feasible.

SUDAN—Sudan Railways, Khartoum, to extend **railway line** from Wau to Juba and from Nyala to Sudan's western border.

SWAZILAND—A 2-million rand ($2.8 million) IDA loan will pave way for construction of 112-mile hard-surface **highway** connecting western Swaziland with outlet to east through Mozambique.

TURKEY—Municipality of Izmir to purchase **garbage and waste reduction plant** suitable for needs of 400,000 people. Izmir Belediyesi, Yazi Isleri Mudurlugu, Izmir.

Local press reports indicate Cukorova Hydro-electric Co. will establish 50,000-kw. **thermoelectric powerplant** in Cukorova with aid of World Bank loan.

Electric plant will be established in Istanbul with assistance of 3.5 million lira AID financing, according to local press reports. Turan Ertug, Acting Mayor, Istanbul.

World Trade Week, May 20-26: Consult your local Field Office

Electric Machinery Export Markets Highlighted in Trade List Series

TRADE contacts in promising markets abroad have been identified for U.S. suppliers of electrical machinery and equipment in a special Trade List series.

The series, entitled *Electrical Machinery, Equipment, and Supplies—Importers and Distributors,* is one of four specific classifications now being published by the Bureau of International Business Operations to replace the former general listings of *Machinery—Importers and Dealers.*

Earlier issues of Foreign Commerce Weekly carried articles on the Farm Machinery series (Nov. 13, 1961, p. 7) and the Machine Tool series (Jan. 15, 1962, p. 70).

Separate Trade Lists for 40 countries are currently available in the Electrical Machinery series.

Each country list gives the names and addresses of wholesalers, retailers, and agents handling the following:

Power, distribution, and specialty transformers; switchgear and switchboard apparatus; all other electric transmission and distribution equipment; motors and generators; industrial controls; welding apparatus and accessories; carbon and graphite products; other electrical industrial apparatus, such as blasting machines and rectifiers; electric lamps; lighting fixtures; wiring devices; storage batteries and primary batteries; and ignition apparatus.

The relative size of each firm is shown, as well as the number of traveling salesmen employed.

Also included are listings of the country's principal electric power companies with descriptive data.

Export Possibilities

U.S. manufacturers should find the introductory sections of these Trade Lists helpful in pinpointing profitable export markets.

Each list provides basic data on the electrical machinery industry and trade in the country covered.

Distribution channels and methods and government regulations affecting imports are also summarized.

To point out some of the export possibilities, the following excerpts have been selected from 24 of the available Trade Lists in the series.

● AUSTRIA—The electrical industry, highly diversified, covers more than domestic requirements in certain lines, and depends heavily on exports for its surplus production.

However, Austria offers a market for steam turbine driven alternators, electric drives for rolling mills, and special types of switchgear.

Imports of electrical equipment and supplies in 1960 amounted to $28.9 million.

West Germany was the principal supplier with 58 percent, and the United States was second with 12 percent.

● BOLIVIA—Production of electrical machinery, equipment, and supplies is negligible, with some assembly work being done with imported component parts.

The United States supplied about 42 percent of the 1959 imports valued at $2,112,009.

● BRAZIL—The domestic industry produces a significant percentage of Brazil's requirements for electrical equipment and supplies.

However, the country still depends on imports for most of its heavy electrical equipment and for the items not manufactured in sufficient quantity to meet domestic consumption and the replacement market.

Imports in 1960 reached a value of approximately $48.3 million, according to official trade statistics.

The United States was responsible for about $21 million, and West Germany, the other major supplier, accounted for $9 million.

Although increasing Brazilian production of a constantly growing variety of electrical machinery and equipment will tend to sharply reduce imports in many basic categories in the next few years, the more complex and advanced types of equipment will continue to be imported for some time.

In terms of dollar value, the present level of imports is expected to remain more or less constant, but imports will decrease as a percentage of the total new equipment is produced.

● BURMA—The country depends entirely on imports for electrical machinery, equipment, and supplies.

Demand for these items has increased in recent years and is expected to continue as the Government electrifies rural areas.

● CEYLON—Almost all of Ceylon's requirements of electric machinery and supplies are imported, with imports in 1960 amounting to $4,176,574.

Chief supplier was the United Kingdom, followed by the Federal Republic of Germany, India, Canada, the United States, and Japan.

Principal imports from the United States were generators, alternators, and dynamos; electric generators and alternators; electrothermic apparatus; electric bells; lamp bulbs; electrical appliances for medical purposes and radiological apparatus; transformers and converters; and portable electric tools.

● COSTA RICA—Total requirements of electrical machinery, equipment, and supplies are imported as there is no domestic manufacture of such lines.

Imports in 1959, the latest year for which detailed data are available, amounted to $4.2 million.

The U.S. share was estimated at 57 percent.

Principal competing countries were West Germany, England, Italy, the Netherlands, and Japan.

● EL SALVADOR—The country depends almost entirely on imports for all types of electrical machinery, equipment, and supplies such as transformers, electric motors, lighting fixtures, industrial controls, welding apparatus, storage batteries, and electric lamps.

Imports in 1960 were valued at $3,892,313, of which the United States supplied 50.2 percent.

● FEDERAL REPUBLIC OF GERMANY, WEST BERLIN—Under the impact of the continued high rate of economic activity and a seller's market for electrical equipment, 1960 imports from all countries jumped 38 percent over 1959.

At the same time, imports from the United States rose more than 43 percent.

The United States, followed by the Netherlands, is the main supplier of electrical equipment.

Principal gains in U.S. exports were in the categories of communications, radio equipment, generators, electronic computers, and measuring equipment.

● GUATEMALA—All electrical machinery and supplies are imported, and the United States is the principal supplier.

Imports of electricity generating machinery, electric motors, transformers, alternators, meters, bulbs and lighting fixtures, auto electric equipment, dry and wet batteries, electrical wire and cable, and other electric equipment totaled $3,903,395 in 1960 and $3,541,532 in 1959.

The U.S. share was 68.6 percent in 1960, as compared with 66.8 percent in 1959.

● HONDURAS—Except for storage batteries, Honduras depends entirely on imports for its electrical machinery, equipment, and supplies.

Imports during 1960 were valued at $1,607,635.41, about 70 percent of which came from the United States.

The most important items of these imports are dry cell batteries; electrical parts and accessories, including plugs, outlets, switches, fuses, and junction boxes; transformers; generators or dynamos; alternators, rectifiers, converters, and other apparatus to modify electric current; mechanisms to operate switches, switchboards, and rheostats to start motors; wet storage batteries; elec-

tric motors; and incandescent lamps and tubes of all types, including sealed beams.

● HONG KONG—Electricity plays a very important role in the growth of Hong Kong.

The extensive use of neon lights and other lighting fixtures, for instance, has given Hong Kong its reputation of "the Pearl of the Orient."

Electricity is also the main source of power supply for the Colony's commerce and industry.

The rapidly expanding sales of electrical appliances ensures a constant demand for electricity supply and, consequently, for electrical machinery which generates the electric power from imported fuels.

Total imports in 1960 of electrical machinery, equipment, and supplies (excluding electrical appliances, electronic components, and equipment of air-conditioning, refrigerating and communication types) were valued at $13,697,200, an increase of 5.6 percent over 1959.

Imports from the United States accounted for 2.8 percent of the total.

Major items imported from the United States were electric ignition equipment, spark plugs, lights for vehicles, ships and aircraft, signaling apparatus, lighting carbons, and nonfilament lighting tubes and bulbs including fluorescent and neon tubes.

Principal suppliers, however, are the United Kingdom, West Germany, and Japan.

● ISRAEL—Requirements of electrical machinery, equipment, and related products are being supplied to an increasing extent from local sources.

However, heavy electric motors and power generators, special purpose electric machinery, and industrial apparatus are still purchased abroad.

● ITALY—Imports of all electrical equipment and supplies in 1960 amounted to over $47 million.

West Germany was the largest supplier ($20 million), followed by the United States (over $5 million), and the United Kingdom, Switzerland, and France.

Imports from the United States included electrical generators, motors, and rotary converters, mostly light equipment; transformers and parts; static converters and parts; electro-magnets and parts; storage batteries and battery cells; starters, spark plugs, and generators for motor vehicles; welding apparatus and accessories; switchgear and switchboard equipment and supplies; and insulators.

● JAPAN—Total imports of electrical machinery and supplies in 1960 were valued at $34.1 million, $27 million, or 79.2 percent of which, came from the United States.

Imports included electric generators, alternators, motors, converters, transformers, and switchgears; electric batteries; bulbs, arc lamps, and tubes for electric lighting, complete; radio apparatus for telegraphy, telephony, television, and radar; apparatus other than radio for telegraphy and telephony; electrothermic apparatus; electric appliances for motor vehicles, aircraft, ships, cycles, and explosion motors; apparatus for measuring and controlling electric energy, electric signaling and safety apparatus; electric apparatus for medical purposes and radiological apparatus; portable electric tools and appliances; and insulated cables and wire for electricity.

● LEBANON—The manufacture of electrical machinery, equipment, and supplies is limited to incandescent filament lamps, storage batteries, and minor items of lighting fixtures and supplies.

Local production meets between 10 and 15 percent of the total consumption of these items.

The balance of Lebanon's requirements of these products, as well as its entire needs for all other kinds of electrical machinery, equipment, and supplies, are imported.

● NETHERLANDS ANTILLES—There is no domestic production of machinery and related items.

Imports from the United States in 1960 included electric generators and transformers, motors, switchboard apparatus, and parts; electric batteries; fluorescent lamps; and other electrical machinery.

Total value of imports in these categories was $1,466,310, with the United States supplying 63.9 percent.

● NICARAGUA—The traditional Nicaraguan market for electrical machinery and supplies has been limited by electric power shortages.

Companies were forced to install their own generating equipment, and many smaller firms were unable to go to this expense.

Recently, however, reliable electric power has become readily available in major population centers, and a major hydroelectrical project now underway assures adequate supply for the foreseeable future.

Industry purchases power at a preferential rate—an added inducement to conversion to or installation of electricity.

U.S. suppliers are the most important in the field, although there is increasing evidence of continental and Japanese efforts, and the Nicaraguan market cannot be considered "safe."

● PARAGUAY—The country depends completely on imports for electrical machinery, equipment, and supplies, as there is no local production.

The market for such equipment is small, principally because of the shortage and high cost of electric power which restricts demand.

The Government now is undertaking an ambitious program to satisfy demand for electric power.

It has already taken the first steps to obtain financial assistance from international organizations for construction of a large hydroelectric project on the waterfalls of the Monday River, located in the southeastern part of Paraguay.

With completion of this project, the demand for electrical machinery and equipment will increase substantially over the years.

The Government has stated that construction of this project will reduce the cost of electrical power to consumers 50 percent.

Imports of electrical machinery, equipment, and supplies show preference in the past for U.S. goods.

More recently, however, delivered prices and credit facilities have made European goods increasingly more interesting to Paraguayan importers.

Such sales conditions have become of the greatest importance under the tight credit restrictions now enforced in that country.

● PERU—Production of electrical machinery, equipment, and supplies has increased steadily in recent years, particularly the last two, and will continue to increase because the entire Peruvian industrial sector is undergoing significant growth and development.

At the same time, 1960 import statistics show an increase of around 10 percent over 1959.

The United States continued as Peru's principal supplier, followed by Germany, Great Britain, the Netherlands, Switzerland, Italy, Sweden, and Japan.

● PHILIPPINES—The country imports most of its needs for the major and larger types of electrical machinery and equipment and also imports some parts and components for the electric equipment manufactured locally.

The United States is the main source, while Japan, West Germany, and Great Britain also share in the market.

Major electrical machinery and equipment imports are electric generators, motors, and transformers; insulated wire and cable; electric condensers and other electric current controlling, regulating, and distributing apparatus; and electric conduit tubings and fittings.

● PORTUGAL—The market is still largely dependent on imports for electrical equipment and supplies.

Germany, France, and the United Kingdom were the principal suppliers of 1960 imports of electric motors, generators, batteries, switchboards, carbon for electrical uses, and insulators, valued at $1,775,570.

The U.S. share was about 1.1 percent.

● SYRIA—The country has an expanding market for all types of electrical machinery, equipment, and supplies, and depends almost entirely on imports.

Imports of such products in 1960 amounted to $8,236,389 as compared with

(See Markets, page 606)

Bid Invitations on DEVELOPMENT LOAN FINANCED PURCHASES

Lending functions of Development Loan Fund transferred to AGENCY FOR INTERNATIONAL DEVELOPMENT (AID) U.S. Department of State

Foreign borrowers under U.S. Development Loans invite tenders, either directly or through their authorized agents, covering loan financed purchases.

Supplementary information, as indicated by a star (★), may be obtained on loan by firms domiciled in the United States from the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or telephone WOrth 7-2381 in Washington.

Ethiopia

Pick-up trucks, dump trucks, loaders, motor graders, tractors, concrete mixers, crushers, stakebody truck, asphalt heater, asphalt patch mix plant, compactor, truck tractor, 20-ton lowbed trailer, station wagon, space parts, and shop tools. Loan 193; **U.S. source.** Imperial Ethiopian Government, Ministry of Public Works and Communications, Addis Ababa. No bid deadline given.

India

Powder blenders, tools (dies), adapters, electric furnace, electric generator, sintering boats, and auxiliary equipment. NSIC/HP/2B-2475/62. May 19.

Matra connecting rod fine boring machine Model B:54 for fine boring, equipped with electric motor arranged for supply of 400-440 volts, 3-phase, 50-cycle; **Matra brake drum turning and grinding machine** Model DS:140, complete with necessary standard accessories. Delivered at Guntur. Ref. NSIC/HP/2M-2908/62; complete **semi-automatic plant** for manufacture of auto lamps and tube light starters, production capacity 1,000 bulbs an hour. Delivered at Bombay. NSIC/HP/2B-889/60. Loan 144; worldwide. May 4.

Fully automatic **injection molding machine,** 250, 10-oz.; 160, 6-oz.; 150, 5-oz.; 125, 4-oz.; or 100, 3-oz. NSIC/HP/2C-957/62. Loan 144; worldwide. May 10.

De Laval latex concentrator type LRH (or equal), 410-79 AM for 85-124 GPH, 2, complete with 15 hp. motor and converter D.C.I. kr/08/2, spare bowl with bowl holder; **De Laval latex concentrator,** or equal, type L.773, complete with spare bowl. Delivered at Calicut. NSIC/HP/2M-2994/62. **Tensile testing equipment,** Z-125; heavy-duty **rubber mixing mill** 16 in. diameter x 42 in. roll face; **punch press** Z-120; **extruding machine** 4½ in. size. Delivered at Delhi. NSIC/HP/2-D-1957/62. Loan 144; worldwide. Apr. 30.

Brown & Sharpe (or equal) Model 2G **automatic screw machine** with 1¼ in. spindle, capacity suitable for 440 volts, 3-phase, 50-cycle, a.c. supply. Delivered at Mysore. Ref. NSIC/HP/2M-3022/62. **Machine** for manufacture of **shoe nails** with pressed shanks by three-fold reduction of the wire. Delivered at Salem. NSIC/HP/2M-1307/61. Loan 144; worldwide. Apr. 23.

The National Small Industries Corp., Ltd., Rani Jhansi Rd., New Delhi 1.★

Chemical feed equipment required for Chandrapura Thermal Power Station of Damodar Valley Corp., Calcutta. Loan 125. ICA Code 899 (worldwide). Tender S/85/DLF. June 5. Also **passenger elevators.** Loan 125. ICA Code 899 (worldwide). Tender S/86/DLF. June 12.

India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C., where tender forms, for both items, may be obtained for $2 a set. Also obtainable from Director General, India Store Department, Government Bldg., Bromyard Ave., Acton, London W.3, England; Embassy of India, Naigai Bldg., 5th Floor, 13/20 Chome Marunouchi, Chiyodaku, Tokyo, Japan; Indian Trade Commission in Australia, Caltex House, 167/187 Kent St., Sydney, Australia; Director General of Supplies and Disposals, National Insurance Bldg., Parliament St., New Delhi, India. Cost of tender forms sold is as a rule not refundable and forms are not transferable.

Insulating oil dryers and filters for Amarkantak Power Station. Apr. 23. Superintending Engineer (Projects), Madhya Pradesh Electricity Board, Jabalpur, where quotations are to be sent directly. Loan 191; worldwide. Inquiry XII-ENQ/4/AMK/2291. Copies of specification may be obtained from India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C.

Tractor shovel equipped with 1⅛ cu. yd. capacity 4-in-1 bucket and bucket teeth, powered by diesel engine of 84 (stripped) H. Pat. 2,200 r.p.m., torque converter drive 3-speed full reversing, full power shifting transmission; **spare diesel engine** for rear end dumper. Loan 157; **U.S. source.** IL#996144/DLF/157/61/HQ/CG. Ref. 41(12)/61-AID-II. Apr. 29. The Associated Cement Co., Ltd., 121 Queen's Rd., Bombay.★

Glycerin distilling and c. p. bleaching plant, capacity 300 lb. of distilled glycerin an hour. Loan 157, **U.S. source.** IL-#991363/DLF/157/61. Ref. 41(516)/61-AID-II. Apr. 28. Godrej Soaps Pvt., Ltd., 316 Delisle Rd., P.O. Jacob Circle, Bombay 11.★

Open back inclinable geared **power press,** capacity 100 tons, complete with standard equipment, including 10 hp. electric motor and pneumatic cushion, with pressure pad, valves, and gages, along with **safety guard,** V-belts. Loan 157; **U.S. source.** IL#995467/DLF/157/60/HQ./CG. Ref. 41(60)/61-AID-II. Apr. 27. Sankey Electrical Stampings, Ltd., Wakefield House, Sprott Rd., Ballard Estate, Bombay 1. Cable Address: Low-Loss, Bombay.★

Outdoor **switchgear lighting arresters** required for Sharavathi Valley Hydro-Electric Project, Mysore, India. Loan 197; **U.S. source.** Tender S/83/DLF. May 29. India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C.

Israel

Electrolytic tinplate misprints, about 80 tons, misprinted on one side, reverse lacquered, plain or gold lacquered without overprint, assorted to size and base weight, 18 x 24 in. and larger—95-107 lb. base weight. Sub-authorization 790/1/203; Pioneer, or equal, **unit sealping screen,** 4 bearing eccentric with ½ in. plate top deck, wire mesh bottom deck and main sills with secondary springs and brackets, (no supports) type B ⅝ in. stroke at 1,000 r.p.m. (less power motor mount and drive), 4 x 6 ft., 2 deck mesabi vibrating screen as above, 12° slope (power required 7½ hp. hi-torque motor. Sub-authorization 790/1/229; 100 U.S. water gallon capacity Eveready, or equal, **gas system,** fully fitted, stress relieved, and 100% X-rayed, painted white or primer, 15; as above, but capacity 500 water gallons only, 15. Sub-authorization 790/1/212; prime **stainless steel,** type 304, cold rolled sheets, No. 3 finish, 1 side, .157 in. x 47, 24 x 118.11 in., 6,600 lb.; .118 in. x 47, 24 x 118.11 in., 8,000 lb.; .098 in. x 47, 24 x 118.11 in., 6,600 lb. Packed for export. Sub-authorization 790/1/204; **screws,** Parker Kalon, or equal. Sub-authorization 790/1/201.

All above equipment for Loan 214; **U.S. source.** Apr. 26. Delivery desired by June.

Slaughter house completely equipped to handle 100 head of cattle daily, with an average weight of 500 kilos each. Loan 66; **U.S. source.** Sub-authorization 66A/437. Apr. 27. Delivery desired by June.

Indoor 1500 kv.-a. **electric arc furnace transformer.** Loan 214; **U.S. source.** Sub-authorization I/L 1210007. Apr. 25. Delivery desired by July.

All bids invited by Government of Israel Supply Mission, 850 Third Ave., New York 22, N.Y., Attention: Mr. N. Nisen. Tenders should refer to S/A num-

ber and be prepared on basis of f.a.s U.S. port of exit. Prices should be itemized and show both trade and cash discounts. Suppliers may devise own forms for submitting tender to buyer, in duplicate.★

Korea

Aluminum sash plant horizontal oil-hydraulic metal extrusion press, for extruding rods, tubes, and various section shapes of heavy and light metals (aluminum, brass, copper). Loan 94; worldwide, ICA 899. Inv. DLF 2015-S. Apr. 24. Office of Supply, Republic of Korea, Seoul. Copies of complete invitation to bid, with specifications, may be obtained from Procurement Officer, Korean Embassy, 2322 Massachusetts Ave., NW., Washington 8, D.C.★

Pakistan

Black steel pipes, standard weight, seamless, conforming to ASTM-A-53 with threads and couplings. (Pipes of 5 ft. and 6 ft. sizes). Pending loan; limited **U.S. source.** Credit amount, $17,850. May 1. Mushtag Ahmed Sons & Co., Fadoo Bldg., Bunder Rd., Karachi.★

Steel pipes for cycle frames, fork column, and for making handlebars; **bright steel spring wire; mild steel bright wire; cold, rolled, close annealed mild steel plates; cold drawn steel flats and bright steel spring strips.** Pending loan; limited **U.S. source.** Credit amount, $18,438. May 1. Capital Industries, Ltd., Ahmed (LUXMI) Bldg., McLeod Rd., Lahore. Cable Address: EAGLECYCLE, Lahore.★

Galvanized iron plain sheets, prime according to ASTM-Q-1-716(3), about 55 long tons, size must be 8 ft. x 3 ft. x 24/26/28/30 USG and no part/transshipment. Pending loan; limited **U.S. source.** Credit amount, $9,450. May 1. Chiraghuddin & Sons, Thakarsingh Gate, Gujranwala. Cable Address: CHIRAGSONS, Gujranwala.

Stainless steel sheets, AISI 304 2B/2D finish, 24, 22, and 20 SWG; **stainless steel,** tube 1 in. o/d, rod, ½ in. x ¾ in. dia., wire, 6, 8, 10, 12G, G.P. sheets, 28 SWG. Pending loan; limited **U.S. source.** Credit amount, $15,498. Apr. 24. G. H. Sons, Fleming Rd., Lahore. Cable Address: HOPSTORE.

Various **equipment for central concrete mixing and batching plant** from where mixed concrete of desired strength will be supplied to different production units. Three main units of production are no. 1, electrical poles; no. 2, railway sleepers; no. 3, miscellaneous building units, such as I-sections, T-beams, and flooring and wall units. Loan 100; ICA Code 899 (World-wide). Maximum credit amount, $162,750. Apr. 20. Con-Force, Ltd., 6 Egerton Rd., Lahore. Cable Address: CONFORCE LIMITED, Lahore. Copies of specifications may be obtained from Bank of America, Far Eastern Division, 37-41 Broad St., New York 15, N.Y.★

High silicon electrical steel sheet, one or both sides insulated suitably, core losses not exceeding 1.3 watts per lb., at B.10,000, 50 cycles (American grade M-43) thickness .020 in.; if in sheets, width 31 in. and 36 in. x 72 in.; if in coils, width 31 in., 34 in. and 36 in. Pending loan number; limited **U.S. source.** Credit amount, $24,192. May 5. The Climas Engineering Co., Ltd., G. T. Rd., Gujranwala, West Pakistan. Cable address: CLIMAX, Gujranwala.

C.A. sheets, mild steel, drawing quality, bright finish, pickled and oiled, 12G x 8 ft. x 4 ft., 6 tons; 14G x 8 ft. x 3 ft., 5 tons; 16G x 8 ft. x 3 ft., 5 tons; 18G x 8 ft. x 3 ft., 12 tons; 24G x 8 ft. x 3 ft., 2 tons. Pending loan number; limited **U.S. source.** Credit amount, $5,754. Bids May 15 by P.C.T. Industries (Regd.), Nila Gumbad, Lahore 2.

Taiwan

Ice cream plant. Loan 113; free worldwide. Project DLF-SL-B-023. Apr. 29. Wei-Chuan Foods Corp., c/o China Development Corp., Taipei. Cable address: CHIDELCO, Taipei.★

Hot press, 3,500 metric ton, suitable for making 4 ft. x 8 ft. plastic plates, including press proper and hydraulic system, 1 set. Loan 113; free worldwide. Credit amount, $90,000. Apr. 30. Nan Ya Plastics Fabrication Co., Ltd., c/o China Development Corp., Taipei. Cable address: CHIDELCO, Taipei.★

HC 1 equipment, 1 set; **flow ratio control system,** 1 set; **12 point temperature recorder,** 5 sets; **pneumatic level recording controller** for 20 mt/d HC 1 equipment; 2 sets; **pneumatic level recording controller** for 10 mt/d HC 1 equipment, 1 set; **ammonia compressors** with spare parts, 3; **motors and switches,** 2; **seamless black steel pipe,** 600. Loan 113; free worldwide. Credit amount, $68,000. Apr. 30. Formosa Plastics Corp., c/o China Development Corp., Taipei. Cable Address: CHIDELCO, Taipei.★

Thailand

Pole line hardware. Loan 19; worldwide. Invitation PDC-MEA-115. May 8. Metropolitan Electricity Authority, 121 Chakraphet Rd., Bangkok. Copies of complete invitation to bid are available from Financial Counselor, Embassy of Thailand, 2490 Tracy Pl., NW., Washington 8, D.C.★

Tunisia

Complete **equipment** for a **cattle and chicken food processing factory** with an hourly capacity of 12 to 15 metric tons, including process, conditioning, and storage. Loan 196; **U.S. source.** Credit amount, $95,000. Société Tunisienne D'Aliments Composes, 46 avenue H. Bourguiba, Tunis. No bid deadline given.

Turkey

Cellophane packaging machines, 2 electric control box, 220-380, 50 cycles, set forming parts, volumetric feed, spare parts; **raisin cleaning, separating and grading machine,** capacity 30 tons, each 8 hrs., 4, complete with electrical installation, spare parts. Loan 11; worldwide, ICA Code 899. Credit amount $32,500. May 7. Enver Bakioglu, P.K. 411, Izmir.★

Erection of LPG gas distribution installation for customers. The LPG being produced by the newly erected IPRAS Refinery near Istanbul is given mostly to the air and neither IPRAS nor other firms could accomplish such distribution installation. Loan 11; worldwide (ICA Code 899). Credit amount, $67,000. May 7. Likit Gaz Sanayi ve Ticaret A.S., Istiklal cad. 347, Merkez Han Kat 3, Istanbul.★

Yugoslavia

Low-tension **power cables,** Item 107; **air blower inlet ducting,** No. 109; **extended valve spindles** to be manufactured per drawings delivered by buyer, No. 110; **special tools, equipment** to be manufactured per drawings delivered by buyer, No. 112. Loan 135; **U.S. source.** May 1. Invest-Import Terazije 5, Belgrade. Detailed specifications may be obtained by prospective bidders from Invest-Import, Suite 4819, 500 Fifth Ave., New York 36, N.Y., where quotations are to be sent.

Syria Asks Bids for Military Hospital

Syria is inviting turnkey offers for the design, plans and specifications, supply and installation of equipment, and construction of a 661-bed military hospital to be erected in Damascus.

Interested firms should submit a preliminary plan by May 10, and a formal bid based on the preliminary plan by 10 a.m. June 9, to the Logistics and Supply Department, Contracts Section, Syrian Army Headquarters, Damascus.

Bids should be accompanied by a deposit equivalent to 10 percent of the value of the offer.

Payment for the work will be in Syrian pounds.

Terms and conditions of contract may be obtained from the above authority for S£200 (about $56) payable to the Central Bank in Damascus for account of the Syrian Army Headquarters.

The Logistics and Supply Department previously invited bids for a 200-bed hospital, with a closing date of May 30 for preliminary plans, and a bid deadline of June 30.

Further information on the 200-bed hospital is available from Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

FOREIGN CONTRACT AWARDS

Several Governments abroad have awarded contracts for construction work and supply of equipment, materials, and services. Although most of the work will be performed by the contracting parties, additional firms may be called upon to furnish assistance or services.

Supplemental information may be obtained on items designated by a star (★) from the Office of Commercial Services, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

BRAZIL—Bids have been submitted, according to local press reports, by 12 foreign and local concerns to Centrais Electricas de Urubupunga, S.A. (CELUSA), Rua Helvetia 55, Sao Paulo, to furnish equipment for **Urubupunga powerplant** (FCW, July 10, 1961, p. 14, and Aug. 21, 1961, p. 26.)★

COLOMBIA—Empresas Públicas de Medellín, Medellín, signed contracts with Camacho, Carrizoza, y Ferro, Bogotá, and Widmark and Platzer of Sweden, for construction of Rio Negro **aqueduct tunnel** (FCW, July 17, 1961, p. 26). The 8.5 kilometer tunnel is financed by IBRD.

GREECE—Supplemental list of firms expected to participate in Greek **airport project** available. (FCW, Mar. 5, p. 383.)★

KOREA—Cabinet and Supreme Council approved "in principle" bid of Universal Oil Products Co., Des Plaines, Ill., to conduct **engineering survey for oil refinery.** Final award depends on suitable terms and conditions. (FCW, Feb. 12, p. 240.)

KUWAIT—Low bid for Kuwait's **international airport** was submitted by Societá Asphalti Bonafice of Italy. Final award pending.

LIBERIA—Contracts or construction commitments were received by the following firms: Brown Eng. Int'l., P.O. Box 340, Monrovia—VOA **site clearing** ($350,000) and **Bernard Beach Hotel** ($100,000); Kashouh Const. Co., Ashmun St., Monrovia—**Bijjani office building** ($200,000); M & W Const. Co., Monrovia—**Abi-Jaoudi supermarket warehousing** ($200,000); Monrovia Bldg. Co., Bushrod Island, Monrovia—**Rick's Institute apartment and miscellaneous housing** ($125,000); Monrovia Const. Co., P.O. Box 56, Monrovia—**gas station, miscellaneous housing and office building.** West African Development Corp., P.O. Box 626, Monrovia—ABC office bldg. ($700,000).

MEXICO—Municipal Government of Ciudad Obregón, Sonora, awarded contract to furnish **fluorescent street lighting** in Ciudad Obregón to Distribuiydora Eléctrica e Industrial, S.A., Hermosillo, Sonora. Bid amounted to $117,840. (FCW, Dec. 4, 1961, p. 11.)

PAKISTAN—Government signed agreement with Government of Canada for construction of 25,000-kw. **thermal power station** at Sukkur. Foreign exchange requirement ($7,215 million) for $11.1 million project will be furnished by Canada.

TURKEY—Unconfirmed reports state that Telefon AB L. M. Ericsson, Fack, Stockholm 32, Sweden, has signed agreement with Directorate General of Post, Telephone, and Telegraph for installment of 31,000 new **telephone lines** in Turkey's larger cities.

Markets . . .

(Continued from page 603)

$6,831,023 in 1959 and $5,099,867 in 1958.

According to trade circles, approximately 30 percent of total Syrian imports in 1960 originated in West Germany, 25 percent in Czechoslovakia, 15 percent in the United Kingdom, 10 percent in the Netherlands, 7 percent in Hungary, 5 percent in Japan, 3 percent in the United States, and the remaining 5 percent in other European countries.

● THAILAND—There is some local manufacture of small transformers and portable generators, and the country is self-sufficient in the production of dry cells for flashlights.

Thailand depends on imports for all other electrical machinery and supplies.

Electric power is very short.

Construction was recently completed of a new 75,000-kw. thermal plant in Bangkok, and construction of another thermal plant of the same size will begin this year.

A 500,000-kw. hydroelectric installation is under construction at Yanhee in north-central Thailand; the first stage of 140,000 kw. is scheduled to begin operations in 1963 or early 1964.

The steady pace of economic development and industrialization will increase demand at least as rapidly as new generating capacity is added.

The present electricity rate, which is high and often prohibitive for manufacture, has a restrictive effect on imports of equipment as low-income families particularly cannot afford electric appliances.

Nevertheless, the present market for electrical equipment and supplies is good. If capacity increases are accompanied by rate reductions the market can be expected to grow rapidly.

The United States is one of the major sources of supply.

● VENEZUELA—The market for imported electric equipment and supplies has always been good; there is no local production except of electric wire and storage batteries.

A reduction in imports in 1960, as compared with 1959, resulted mainly from a sharp decrease in general construction activity and a drop in imports by several power companies after the substantial new equipment purchases made during the previous year for their expanded programs.

Despite this decrease the long-run consumption trend is up and the outlook for the future is bright.

Growing population, increasing industrialization, and the extensive rural electrification program help create a considerable demand for power generation and distribution equipment, as well as for wiring supplies, fixtures, and appliances.

The new hydroelectric powerplants which have been partially completed in the Guayana region of Venezuela should result in the electrification of broad new areas of the country.

The Government powerplant combine "Cadafe" has embarked on an extensive program for expansion of its distribution facilities.

New industry facilities are both under construction and in the planning stage, and there has been a definite improvement in construction activity.

Lists on Sale

Mimeographed copies of the Trade Lists of *Electrical Machinery, Equipment, and Supplies—Importers and Distributors* are obtainable from U.S. Department of Commerce Field Offices or from the Commercial Intelligence Division, BIBO, U.S. Department of Commerce, Washington 25, D.C., for $1 for each country list.

In addition to the 24 countries mentioned above, list have been issued for Belgium, Denmark, Finland, Greece, Haiti, Iraq, Morocco, Nigeria, Norway, Pakistan, the Republic of South Africa, Spain, Switzerland, Trinidad, Tunisia, and Turkey.

Lists for 15 other countries are scheduled for publication within the next few months.

As these lists become available, they will be announced in the New Trade Lists section of the World Trade Leads department.

Argentina Extends Deadline For Transformer Project

Agua y Energia Eléctricas (Water and Power Bureau), Buenos Aires, has extended a bid deadline from Mar. 28 to 12 noon May 2.

This is in connection with public tender 125/61 for enlarging the Sorrento thermoelectric plant and construction of the Rosario Norte transformer station in the Province of Santa Fé. (FCW, Nov. 6, 1961, p. 13, and Feb. 12, p. 240.)

NATO Projects in U.K. Opened to U.S. Bidders

Two new projects in the United Kingdom, estimated to cost a total of $490,000, have been opened to U.S. bidders under the international competitive bidding procedure of the North Atlantic Treaty Organization (NATO).

The first project, estimated to cost $98,000, calls for supply and installation of oil flow-boom equipment at a P.O.L. jetty to be built at Milford Haven in South Wales.

Deadline for the work, which will be carried out as one contract, is July 9.

The second project, estimated to cost $392,000, calls for supply and installation of complete power station equipment for a P.O.L. storage depot to be constructed in Scotland.

This work will also be carried out as one contract; bid deadline is July 17.

Eligible firms interested in bidding should submit applications before Apr. 16, quoting reference NWD/Infra/30 (flow-boom equipment), for the first project, and before Apr. 24, quoting reference NWD/Infra/29 (power station equipment), for the second.

Apply to Director General, Navy Works, Admiralty, Chamberlain Way, Pinner, Middlesex, England.

Applications should include information on qualifications and experience in works of similar nature, and financial status of firm.

Copies of the tender notices are available on loan from the Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

U.S. firms not already certified to participate in NATO work should send a resumé of their qualifications to the Business Services Division, as described in the brochure of the NATO international competitive bidding program available from that Division.

Construction of Abattoir Sought in East Pakistan

The Dacca Municipality is interested in contacting U.S. firms capable of the planning, construction, and initial operation of central abattoir facilities for processing, packing, and storing.

Interested firms should write directly to the Chairman, Dacca Municipal Committee, Dacca, East Pakistan.

U.S. imports of beef, veal, and mutton rose in 1961, but imports of lamb dropped moderately; pork imports were about the same as in 1960, according to the Foreign Agricultural Service.

NEW World Trade OPPORTUNITIES

• The firms and individuals named in the following lists have expressed interest in establishing new business connections in the United States.

While every effort is made to include only firms or individuals of good repute, the U.S. Department of Commerce cannot assume responsibility for any transactions undertaken with these firms.

When available, supplementary information as indicated by a star (★), may be obtained on loan by firms domiciled in the United States from the Office of Commercial Services, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or telephone WOrth 7-2381 in Washington.

Requests for loan material should include the commodity as well as the foreign firm's name and address. Trade opportunities are indexed under the Standard Industrial Classification (SIC). The SIC Manual, published by the Bureau of the Budget, may be obtained at $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

World Trade Directory (WTD) reports, if available on firms mentioned, are indicated by date of issuance. A description of WTD reports and how to obtain them is given in this department.

LEADS FOR EXPORTERS

Commodities are wanted for direct purchase unless otherwise specified

012 Fruit, Tree Nut, Vegetable Farm Products

Germany

Fresh apples, grapefruit, oranges, and lemons. Direct purchase and agency. Apetito-Fertigmenu Karl Duesterberg (manufacturer, importer, wholesaler), 93-95 Muensterstr., Rheine/Westf. WTD 3/14/62.

200 Food

Saudi Arabia

Flour; all kinds of canned and packaged foods. A. Wahab & Sons (commission merchant), P.O. Boxes 356 and 1093, Jidda. WTD 5/13/61 on Abdul Hamid Abdul Wahab.

Senegal

All kinds of canned foods. Andre Pagliano (importer), 87-89 rue Carnat, Dakar. WTD 5/11/57.

201 Meat Products

Belgium

Frozen chicken, ready-packed in transparent plastic bags, weighing 100 gr. U.F.E.S.A. Group—Division Produits Alimentaires (importer, processor, canner), 77-79 avenue Notre Dame de Lourdes, Brussels 9. WTD 12/21/61.

203 Canning and Preserving Fruits, Vegetables, Seafoods

Germany

Frozen complete dinners. Direct purchase and agency. Apetito-Fertigmenu Karl Duesterberg (manufacturer), 93-95 Muensterstr., Rheine/Westf. WTD 3/14/62.

206 Sugar

Senegal

Sugar. Andre Pagliano (importer), 87-89 rue Carnat, Dakar. WTD 5/11/57.

208 Beverages

Colombia

Alcoholic beverages. Hans Friedeberg (importer, wholesaler, manufacturer), Aptdo., Aéreo No. 15-13, Cali. WTD 2/3/60.

Senegal

Bottled soft drinks and alcoholic beverages. Andre Pagliano (importer), 87-89 rue Carnat, Dakar. WTD 5/11/57.

209 Miscellaneous Foods

Ivory Coast

Tallow. Charles Winter, Huilerie et Savonnerie des Lagimes Blohom (manufacturer), B.P. 46, Abidjan. WTD 9/11/51.

211 Cigarettes

Senegal

Cigarettes. Andre Pagliano (importer), 87-89 rue Carnat, Dakar. WTD 5/11/57.

221 Board Woven Fabric Mill Products, Cotton

Thailand

Fancy and sanforized cotton piece goods. International Mercantile Co., Ltd. (importing distributor, exporter, commission agent), 106 Pat Pong Rd., Bangkok. WTD 3/2/62.

225 Knitwear

Australia

Men's and boys' cotton knits and beach-

wear. Direct purchase and agency. A. Broese & Co. (manufacturer's agent, importer), 199 Clarence St., Sydney. WTD 3/8/62.

Bahrain

Men's and women's knitwear, including underwear and hosiery. M. & A. Mulla Hassan Akhund Awazi (importer, retailer, wholesaler, commission agent), P.O. Box 121, Manama. WTD 2/25/62.

Rhodesia, Nyasaland

Men's knitwear, tee shirts, socks. C. G. Naik & Sons (Pvt.), Ltd. (importer, wholesaler, general dealer), P.O. Box 918, Bulawayo, Southern Rhodesia. WTD 3/15/62.

Saudi Arabia

Baby knitted apparel. Baby House (importer, retailer, wholesaler, commission agent), P.O. Box 170, Amir Khalid St., Alkhobar. WTD 2/6/62.

Thailand

Jersey fabrics. International Mercantile Co., Ltd. (importing distributor, exporter, commission agent), 106 Pat Pong Rd., Bangkok. WTD 3/2/62.

230 Apparel

Denmark

Leather wearing apparel, sport clothes for men and women. Direct purchase and agency. Busch-Knudsen (importing distributor, manufacturer's agent), 41 Skelbaekvej, Risskov. WTD 3/19/62.

Lebanon

Men's and ladies' underwear and outer garments. Direct purchase and agency. Sadik Al Tamimi (importing distributor, manufacturer's agent, commission merchant), P.O. Box 4227, New Bourse Bldg., rue Hoyek, Beirut. WTD 3/16/62.

231 Men's, Youths', Boys' Suits, Coats, Overcoats

Bahrain

Men's apparel. M. & A. Mulla Hassan Akhund Awazi (importer, retailer, wholesaler, commission agent), P.O. Box 121, Manama. WTD 2/25/62.

232 Men's, Youths', Boys' Furnishings

Australia

Men's and boys' sport shirts, shorts, jackets, and beachwear. Direct purchase and agency. A. Broese & Co. (manufacturer's agent, importer), 199 Clarence St., Sydney. WTD 3/8/62.

Bahrain

Men's trousers, shirts, shorts, underwear. M. & A. Mulla Hassan Akhund Awazi (importer, retailer, wholesaler, commission agent), P.O. Box 121, Manama. WTD 2/25/62.

Rhodesia, Nyasaland

Men's jeans. G. H. Naik & Sons (Pvt.), Ltd. (importer, wholesaler, general dealer), P.O. Box 918, Bulawayo, Southern Rhodesia. WTD 3/15/62.

World Trade Directory Reports for Sale

Information on private foreign firms or individuals mentioned in the World Trade Leads and Investment Opportunities departments of Foreign Commerce Weekly is available to U.S. businessmen through World Trade Directory (WTD) reports.

WTD reports include such information as type of organization, sales territory, lines of goods handled, operation methods, size of business, capital, sales volume, trade and financial reputation.

These reports are available to qualified U.S. firms—or will be prepared on request—through the Commercial Intelligence Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., for $1 each. The reports also may be obtained through the Department's Field Offices.

Each request should specify the name and address of the firm or individual on which a WTD report is sought. If information on a particular firm is not on file in Washington, it will be requested from U.S. representatives abroad. To minimize delay, businessmen may authorize telegraphic request and reply, for which the Department of State will bill them direct.

233 Women's, Misses', Juniors' Outerwear

Bahrain

Women's outerwear. M. & A. Mulla Hassan Akhund Awazi (importer, retailer, wholesaler, commission agent), P.O. Box 121, Manama. WTD 2/25/62.

234 Women's, Misses', Children's, Infants' Undergarments

Bahrain

Women's underwear. M. & A. Mulla Hassan Akhund Awazi (importer, retailer, wholesaler, commission agent), P.O. Box 121, Manama. WTD 2/25/62.

Saudi Arabia

Babies' undergarments. Baby House (importer, retailer, wholesaler, commission agent), P.O. Box 170, Amir Khalid St., Alkhobar. WTD 2/6/62.

235 Hats, Caps, Millinery

Rhodesia, Nyasaland

Men's hats. G. H. Naik & Sons (Pvt.), Ltd. (importer, wholesaler, general dealer), P.O. Box 918, Bulawayo, Southern Rhodesia. WTD 3/15/62.

236 Girls', Children's, Infants' Outerwear

Saudi Arabia

Babies' outerwear. Baby House (importer, retailer, wholesaler, commission agent), P.O. Box 170, Amir Khalid St., Alkhobar. WTD 2/6/62.

239 Miscellaneous Fabricated Textile Products

Kenya

Mosquito nets; inexpensive line of household linens and wool-cotton, cotton-rayon blankets. Mailorda of East Africa, Division of Denovan & Co., Ltd. (manufacturer's agent, importer), P.O. Box 109, Nairobi. WTD 1/19/61.

242 Sawmill, Planing Mill Products

Italy

Lumber: Douglas fir, pitch pine, noble fir, hemlock. Brichetti Giovanni Maria, S.p.A. (importer, dealer), Via Villapizzone 43, Milan. WTD 1/24/62.

251 Household Furniture

Saudi Arabia

Baby furniture. Baby House (importer, retailer, wholesaler, commission agent), P.O. Box 170, Amir Khalid St., Alkhobar. WTD 2/6/62.

261 Pulp Mill Products

France

Unbleached soda pulp. Compagnie Generale des Papiers & Feron & Lenfant Reunis, S.A. (manufacturer, trader), 42 rue des Sept-Arpents, Pantin (Seine). WTD 12/21/61.

262 Paper Mill Products

Germany

Paper material for manufacture of desiccant bags. Gebr. Herrmann (manufacturer), 8-10 Gruener Weg, Koeln-Ehrenfeld. WTD 12/21/61. Sample.★

Saudi Arabia

Printing paper. Aladabiyah Bookstore (importer, retailer, wholesaler, manufacturer, commission agent), P.O. Box 19, 3d St., Alkhobar. WTD 2/10/62.

264 Converted Paper, Paperboard Products

France

Stationery articles for desk and office. Direct purchase and agency. Soccorex, S.A.R.L. (trader), 110 rue Reaumur, Paris 2. WTD 12/21/61.

Saudi Arabia

Stationery supplies: Personal, office and school; decorating materials. Aladabiyah Bookstore (importer, retailer, wholesaler, manufacturer, commission agent), P.O. Box 19, 3d St., Alkhobar. WTD 2/10/62.

272 Periodicals

Saudi Arabia

Magazines. Aladabiyah Bookstore (im-

porter, retailer, wholesaler, manufacturer, commission agent), P.O. Box 19, 3d St., Alkhobar. WTD 2/10/62.

273 Books

Saudi Arabia

Books and other reading material. Aladabiyah Bookstore (importer, retailer, wholesaler, manufacturer, commission agent), P.O. Box 19, 3d St., Alkhobar. WTD 2/10/62.

275 Commercial Printing Items

France

Desk and office calendars. Direct purchase and agency. Soccorex, S.A.R.L. (trader), 110 rue Reaumur, Paris 2. WTD 12/21/61.

277 Greeting Cards

Saudi Arabia

Greeting cards. Aladabiyah Bookstore (importer, retailer, wholesaler, manufacturer, commission agent), P.O. Box 19, 3d St., Alkhobar. WTD 2/10/62.

282 Plastics Materials, Synthetic Resins, Rubber, Other Manmade Fibers

France

Plastic and cellophane sheets for manufacture of bags; plastic films for skin and blister packaging. Ets. G.M.G., S.A. (manufacturer, trader), 227 rue Etienne-Marcel, Montreuil (Seine). WTD 12/21/61.

Ireland

Plastics materials. Direct purchase and agency. National Plastic Converters, Ltd. (importer, manufacturer, agent), 6 Cavendish Row, O'Connell St., Dublin. WTD 12/21/61.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

France

Household maintenance and cleaning products, particularly newly developed products. Spado, S.A. (importer, manufacturer), 126 boulevard Anatole-France, St.-Denis (Seine). WTD 4/24/61.

Norway

Carnauba wax. Bruseth & Co. A/S (importing distributor), 4 Nedre Slottsgate, Oslo. WTD 9/27/61.

Thailand

Perfumes and aromatic chemicals for making cosmetics. Seng Huat Commercial, Ltd., Partnership (importing distributor), 416/13 Opposite Pomprab Post Office, New Rd., Bangkok. WTD 3/1/62.

287 Agricultural Chemicals

France

Raw materials for manufacture of weed-killing products, fungicides, and insecticides for agriculture. Direct purchase and agency. Ets. Jean Langlois, S.A. (trader, importer, commission agent), 3 place du Colombier, Rennes (Ille-et-Vilaine). WTD 12/21/61.

British Directory Offers To List U.S. Firms

A publishing firm in London, Business Dictionaries, Ltd., has offered to list U.S. manufacturers, exporters, and agents in a 1962-63 directory it is now compiling.

The directory is the British Commonwealth and International Trades Index.

It carries a U.S. section, and interested U.S. manufacturers and exporters have been invited to list their products under their own classification of manufacture.

List rates and closing date for U.S. copy may be obtained from the publisher's U.S. agent, William E. Prugh, 3210 Carlisle Ave., Baltimore 16, Md.

The firm's London address is 133-137 Fetter Lane.

289 Miscellaneous Chemical Products

Saudi Arabia

Printing ink. Aladabiyah Bookstore (importer, retailer, wholesaler, manufacturer, commission agent), P.O. Box 19, 3d St., Alkhobar. WTD 2/10/62.

291 Petroleum Refining Products

Thailand

Petroleum products for cosmetics, such as petrolatum, white oil, and paraffin. Seng Huat Commercial, Ltd., Partnership (importing distributor), 416/13 Opposite Pomprab Post Office, New Rd., Bangkok. WTD 3/1/62.

299 Miscellaneous Petroleum, Coal Products

Saudi Arabia

Lubricating oils and greases, especially for diesel and gasoline engines. M. Y. Alkhater & A. A. Alfehaid (importer, retailer, wholesaler), P.O. Box 80, Damman. WTD 2/27/62.

307 Miscellaneous Plastic Products

Germany

Viscose sponges. Gustav Balthasar (importing distributor), 4 Merlostr., Koeln. WTD 3/15/62.

Spongy foam plastic material used for packing purposes, Gebr. Herrmann (manufacturer), 8-10 Gruener Weg, Koeln-Ehrenfeld. WTD 12/21/61. Sample.★

Ireland

Plastic goods of all classes. Direct purchase and agency. National Plastic Converters, Ltd. (importer, manufacturer, agent), 6 Cavendish Row, O'Connell St., Dublin. WTD 12/21/61.

Italy

Adhesive unglazed plastic for restoration of antique books. Francesco Anastasi (book binder), 674 Via Plebiscito, Catania, Sicily. WTD 12/21/61.

311 Leather Tanning, Finishing Products

Denmark

Leather for clothing industry. Direct purchase and agency. Busch-Knudsen (importing distributor, manufacturer's agent), 41 Skelbaekvej, Risskov. WTD 3/19/62.

Germany

Chamois leather. Gustav Balthasar (importing distributor), 4 Merlostr., Koeln. WTD 3/15/62.

314 Footwear

Bahrain

Shoes for men, women, and children. M. & A. Mulla Hassan Akhund Awazi (importer, retailer, wholesaler, commission agent), P.O. Box 121, Manama. WTD 2/25/62.

Rhodesia, Nyasaland

Men's shoes. G. H. Naik & Sons (Pvt.), Ltd. (importer, wholesaler, general dealer), P.O. Box 918, Bulawayo, Southern Rhodesia. WTD 3/15/62.

315 Leather Gloves, Mittens

Bahrain

Men's and women's gloves. M. & A. Mulla Hassan Akhund Awazi (importer, retailer, wholesaler, commission agent), P.O. Box 121, Manama. WTD 2/25/62.

317 Handbags, Other Personal Leather Goods

Bahrain

Women's and men's purses and other accessories. M. & A. Mulla Hassan Akhund Awazi (importer, retailer, wholesaler, commission agent), P.O. Box 121, Manama. WTD 2/25/62.

319 Leather Goods

Germany

Genuine leather sweatbands for hats and caps. Bernhard Pleuser (manufacturer), 159 Marienstr., Koeln-Bickendorf. WTD 1/3/62.

329 Abrasive, Asbestos, Miscellaneous Nonmetallic Mineral Products

France

Specialty abrasives. Ets. Ch. Montbahut (trader, importer), 1 rue Lord-Byron, Paris 8. WTD 12/21/61.

331 Steel Mill Products

Bolivia

Steel reinforcing bars, corrugated galvanized sheeting. Elfra, S.A. (importing distributor, exporter), Santa Cruz. WTD 12/21/61.

Thailand

Iron in sheets, rods, tubes, squares, and arcs. International Mercantile Co., Ltd. (importing distributor, exporter, com-

United Nations Invites Bids for Foodstuffs

Bids are invited by the United Nations for supply of foodstuffs for its military forces.

Invitation No. UNEF 62-3 covers large quantities of various foodstuffs for Gaza, United Arab Republic.

Invitation No. ONUC 62-3, calls for similar foodstuffs for Matadi, Congo, and Dar Es Salaam, Tanganyika.

Bids will be received in the office of the Director, Purchase and Transportation Division, Room 2152, United Nations, New York, N.Y., until 11 a.m., Apr. 24.

Additional information and copies of the invitations may be obtained from S. J. Casey, Room 2146, United Nations, New York, N.Y.

Copies of these invitations are available for review at the Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

mission agent), 106 Pat Pong Rd., Bangkok. WTD 3/2/62.

335 Rolling, Drawing, Extruding of Nonferrous Metals

France

Aluminum sheets for manufacture of bags. Ets. G.M.G., S.A. (manufacturer, trader), 227 rue Etienne-Marcel, Montreuil (Seine). WTD 12/21/61.

Thailand

Copper and brass in sheets, rods, tubes, squares, and arcs. International Mercantile Co., Ltd. (importing distributor, exporter, commission agent), 106 Pat Pong Rd., Bangkok. WTD 3/2/62.

341 Metal Cans

Thailand

Aerosol spraying cans and fittings, various sizes suitable for hair spraying lotion, with and without labels. Seng Huat Commercial, Ltd. Partnership (importing distributor), 416/13 Opposite Pomprab Post Office, New Rd., Bangkok. WTD 3/1/62.

342 Cutlery, Hand Tools, General Hardware

Ivory Coast

Agricultural hand tools. Pierre Burgand, Manutention Africaine (dealer), B. P. 1299, Abidjan. WTD 5/7/56.

344 Fabricated Structural Metal Products

Germany

Accessories for heating boilers, radiators, and air-conditioners. Direct purchase and agency. Klima-und Regeltechnik Handelsgesellschaft mbH (wholesaler, importing distributor), An der Kemperwiese, Koeln-Dellbrueck. WTD 3/15/62.

349 Miscellaneous Fabricated Metal Products

France

Gold leaf, foil, or ribbon (genuine and imitation gold) for hot press stamping of trade marks on leather inner soles; leaf gold in rolls preferred. Direct purchase and agency. Depot de Cuirs et Crepins (Société D. C. C.), wholesaler, manufacturer's and sales agent), 74 rue Belleville, Bordeaux, Gironde. WTD 1/8/62.

Liberia

Steel mats, military airstrip landing type, preferably from war surplus or used supplies; requests cabled offers for 3,000 running yards initial order. LAMCO Joint Venture Operating Co., Purchasing Dept. (iron mining development company), P.O. Box 69, Monrovia; cable address: LAMCO MONROVIA. WTD 3/1/61 for Liberian American Swedish Minerals Co.

Netherlands

Iron and steel products such as flanges and fittings and other items for petrochemical industry. Direct purchase and agency. H. P. Landman (importing distributor, manufacturer's agent), 1-4 Minervahaven, Amsterdam. WTD 12/21/61.

352 Farm Machinery, Equipment

Bolivia

Hatchery and chicken farm equipment, such as incubators, brooders, vaccines. Direct purchase and agency. Fábrica de Alimentos para Aves "Namute" (manufacturer), Avenida Siles 3090, Casilla 1381, Cochabamba. WTD 2/27/62.

Ivory Coast

Farm and agricultural equipment. Pierre Burgand, Manutention Africaine (dealer), B. P. 1299, Abidjan. WTD 5/7/56.

353 Construction, Mining, Materials Handling Machinery, Equipment

Israel

Fork lifts, battery operated; 1,000-6,000 lb. capacity. Direct purchase, agency. Shalom Ungar (importer), 7 Hagalil St., Tel Aviv. WTD 5/4/60.

354 Metalworking Machinery, Equipment

Germany

Secondhand machine tools, Kriescher & Cie. (importing distributor), 31 Lindemannstr., Duesseldorf. WTD 3/13/62. List.★

Ivory Coast

Chain saws. Pierre Burgand, Manutention Africaine (dealer), B. P. 1299, Abidjan. WTD 5/7/56.

Netherlands

Quick change mechanical drill chucks, rotation lathe centers. Direct purchase on exclusive basis. N. V. Fijnwerk (importing distributor, manufacturer), 129-135 Industrieweg, Rotterdam. WTD 2/20/62.

Norway

Precision air gages and gaging units, especially high pressure units. P. A. Bachke (importing distributor), 4 Kongensgate, Oslo. WTD 2/26/62.

Hydraulic guillotine shears and press breaks, and sheet metal lock rolling machines. Lilleide A/S (importing distributor), 19 Skippergaten, Oslo. WTD 2/27/62.

355 Special Industry Machinery

Ceylon

Complete tin can printing unit. Bonars (Ceylon), Ltd. (manufacturer), 15, Morgan Rd., Colombo 2. WTD 5/25/60.

France

Equipment for manufacture of wrapping paper, such as kraft papers or others, and for converted papers, such as tarred, waterproof, paraffin, or laminated papers. Compagnie Generale des Papiers & Feron & Lenfant Reunis, S.A. (manufacturer, trader), 42 rue des Sept-Arpents, Pantin (Seine). WTD 12/21/61.

Indonesia

Machinery and materials for automobile storage battery plant. P. T. Mercury (manufacturer), Djalan Krekot No. 2B, Djakarta. WTD 1/31/62. Specifications.★

Italy

One steam cooker and one sterilizer for beans, peas, lima beans, and chick peas intended for canning, capacity approximately 1,000 lb. each. **Crescenzo Vento** (wholesaler), Via Labicana 75, Rome. WTD 12/21/61.

Saudi Arabia

Type and printing shop accessories. Aladabiyah Bookstore (importer, retailer, wholesaler, manufacturer, commission agent), P.O. Box 19, 3d St., Alkhobar. WTD 2/10/62.

357 Office, Computing, Accounting Machines

France

Staplers and other office equipment. Direct purchase and agency. Soccorex, S.A.R.L. (trader), 110 rue Reaumur, Paris 2. WTD 12/21/61.

358 Service Industry Machines

France

Modern units of air-conditioning equipment for commercial and residential requirements; air-conditioners for busses, trucks, and other automotive vehicles. Agency and/or distributorship for France, with financial responsibility. Société Saimpex-Aero (manufacturer's and sales agent, distributor, importer), 28

rue Rambaud, La Rochelle, Charente-Maritime. WTD 2/28/62.

Netherlands

High-quality, special types of coin vending machines, including coin changers. Direct purchase and agency. Weston N.V. (importing distributor), 92-96 Rokin, Amsterdam. WTD 3/9/62.

All types of vending machines, including coin changing machines. H. P. Landman (importing distributor, manufacturer's agent), 1-4 Minervahaven, Amsterdam. WTD 12/21/61.

362 Electrical Industrial Apparatus

Germany

Electric welding machine for quantity press welding of cross bars in gratings as per drawing.★ Arnold Reinecke (manufacturer), Dahlerbrueck near Hagen/Westfalen. WTD 12/21/61.

363 Household Appliances

France

Electrical household appliances, such as refrigerators, washing machines, dishwashers. Exclusive direct purchase and agency. Société d'Etudes et de Representations en Materiel Electrique Sermes (importing distributor), 11 boulevard du President Wilson, Strasbourg. WTD 3/12/62.

Germany

New types of household appliances, such as kitchen appliances, vacuum cleaners, floor sweeping machines. Direct purchase and agency. Klima-und Regeltechnik Handelsgesellschaft mbH (wholesaler, importing distributor), An der Kemperwiese, Koeln-Dellbrueck. WTD 3/15/62.

Lebanon

Refrigerators and other electrical household appliances. Direct purchase and agency. Sadik Al Tamimi (importing distributor, manufacturer's agent, commission merchant), P.O. Box 4227, New Bourse Bldg., rue Hoyek, Beirut. WTD 3/16/62.

Netherlands

High-quality electric household appliances. Weston N.V. (importing distributor), 92-96 Rokin, Amsterdam. WTD 3/9/62.

Qatar

Electrical household appliances of all kinds. Trans-World Traders (importer, wholesaler, commission agent), P.O. Box 94, Doha. WTD 2/27/62.

Thailand

Electric fans. International Mercantile Co., Ltd. (importing distributor, exporter, commission agent), 106 Pat Pong Rd., Bangkok. WTD 3/2/62.

364 Electric Lighting, Wiring Equipment

Thailand

Electrical switches, plugs, sockets, wires, transformers, fluorescent tube ballast, and other electrical accessories. International Mercantile Co., Ltd. (importing distributor, exporter, commission agent), 106 Pat Pong Rd., Bangkok. WTD 3/2/62.

365 Radios, Television Sets

Lebanon

Televisions and radios. Direct purchase and agency. Sadik Al Tamimi (importing distributor, manufacturer's agent, commission merchant), P.O. Box 4227, New Bourse Bldg., rue Hoyek, Beirut. WTD 3/16/62.

366 Communication Equipment

Indonesia

Surveillance radar, direction finders, position-fixing systems. Radio Corp. of Indonesia, Djalan Pos Utara 55, Djakarta. WTD 2/20/62.

383 Optical Instruments, Lenses

Netherlands

Contact lenses. Direct purchase on exclusive basis. N.V. J. Friederichs (importing distributor), 146 N.Z. Voorburgwal, Amsterdam, C. WTD 2/15/62.

384 Surgical, Medical, Dental Instruments, Supplies

Germany

Surgical plastic goods and hospital supplies. Wirtschaftsbund Gemeinnuetzigar Wohlfahrtseinrichtungen Deutschlands GmbH (importing distributor), Friedrich-Ebert-Damm 111/111a, Hamburg. WTD 3/2/61.

Italy

Equipment protecting men against radioactive radiations. Direct purchase, agency. Vaccari Ing. Giovanni (importing distributor, manufacturer's agent, sales agent), Via Cesarotti 10, Padova. WTD 2/26/62.

386 Photographic Equipment

Thailand

Spare parts and accessories for 16 mm. movie projectors, all kinds and all makes. Direct purchase and agency. Vira Phun, Ltd., Partnership (importing distributor, manufacturer's agent), 195/1-2 Vorachak Rd., Bangkok. WTD 3/1/62.

394 Toys, Amusements, Sporting Goods

Australia

All hobby lines, such as model plane and shipbuilding kits, engines and accessories, and scientific toys. Jones & Joseph Pty., Ltd. (manufacturer's representative), 32 Rosehill St., Redfern, Sydney. WTD 3/9/62.

Saudi Arabia

Baby toys and dolls, baby carriages and strollers. Baby House (importer, retailer, wholesaler, commission agent), P.O. Box 170, Amir Khalid St., Alkhobar. WTD 2/6/62.

395 Pens, Pencils, Other Office, Artists' Materials

France

Pens, pencils, other desk and office items. Direct purchase and agency. Soccorex S.A.R.L. (trader), 110 rue Reaumur, Paris 2. WTD 12/21/61.

Saudi Arabia

Pens, pencils, other office and school accessories. Aladabiyah Bookstore (importer, retailer, wholesaler, manufacturer, commission agent), P.O. Box 19, 3d St., Alkhobar. WTD 2/10/62.

LEADS FOR AGENCIES

Exclusive distributorship wanted only if specified.

145 Clay, Ceramic, Refractory Minerals

New Zealand

Barite for oil-drilling operation. Wm. Scollay & Co., Ltd. (manufacturer's agent, commission merchant), P.O. Box 2377, Wellington. WTD 2/26/62.

147 Chemical, Fertilizer Mineral Mining Products

New Zealand

Bentonite for oil-drilling operation. Wm. Scollay & Co., Ltd. (manufacturer's agent, commission merchant), P.O. Box 2377, Wellington. WTD 2/26/62.

201 Meat Products

Italy

Canned meats. Aziende Riunite Minetto & Figlio (importing distributor), Via Privata Borromei 1b/8, Milan. WTD 1/22/61.

203 Canning and Preserving Fruits, Vegetables, Seafoods

Italy

Canned jams, fruits. Aziende Riunite Minetto & Figlio (importing distributor), Via Privata Borromei 1b/8, Milan. WTD 1/22/61.

Switzerland

Canned fruit juices. Henry Berkhuys (manufacturer's agent, commission merchant), 81 Route de l'Aire, Geneva. WTD 2/6/62.

204 Grain Mill Products

Italy

Cereals, oil seeds. G. Guetta (importing distributor), Foro Bonaparte 71, Milan. WTD 6/26/61.

208 Beverages

Switzerland

Beverage flavorings. Henry Berkhuys (manufacturer's agent, commission merchant), 81 Route de l'Aire, Geneva. WTD 2/6/62.

209 Miscellaneous Foods

Iran

Extra fancy tallow, FAC 1, 2, 3, FFA, 3.40%, TITRE 42.2c, Moisture 0.20%, impurities 0.10%, total MIU not to exceed 1%. Arza Va Taghaza Co., Ltd. (manufacturer's agent), P.O. Box 28 or Passage Nikpour, avenue Bouzarjomehri, Tehran. WTD 3/7/62.

Italy

Edible oils, fats. G. Guetta (importing distributor), Foro Bonaparte 71, Milan. WTD 6/26/61.

220 Textile Mill Products

Rhodesia, Nyasaland

Rayon, cotton, and nylon textiles, plain and printed. Mercantile Sales (Pvt.), Ltd. (manufacturer's agent), P.O. Box 3725, Salisbury, Southern Rhodesia. WTD 10/26/61.

Cotton and spun rayon dress materials, 36 in. wide, c.i.f. Beira; screen printed cottons, large floral and abstract designs preferred; twist twills and cavalry twills; inexpensive cotton prints and spun rayon prints. World Wide Agencies (manufacturer's agent), P.O. Box 3274, Salisbury, Southern Rhodesia. WTD 8/5/60.

221 Broad Woven Fabric Mill Products, Cotton

Belgium

Cotton piece goods for men's shirts, ladies' dresses, sportswear and trousers. Francois Pick (commission merchant), 106 avenue Louise, Brussels. WTD 3/1/62.

222 Broad Woven Fabric Mill Products, Manmade Fiber, Silk

Belgium

Nylon tissues for petticoats and work clothing. Francois Pick (commission merchant), 106 avenue Louise, Brussels. WTD 3/1/62.

229 Miscellaneous Textile Goods

Italy

Nylon line and cord for commercial fishing. Vito Asaro & Bartolomeo Tumbiolo (retailer), 14 Via Lungo Mazaro, Mazara del Vallo (Trapani). WTD 12/21/61.

239 Miscellaneous Fabricated Textile Products

Italy

Nylon nets for commercial fishing. Vito Asaro & Bartolomeo Tumbiolo (retailer), 14 Via Lungo Mazaro, Mazara del Vallo (Trapani). WTD 12/21/61.

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

Finland

Sidings for buildings. Myynti ja Markkinointi Nyyssonen & Co. (manufacturer's agent), Maurinkatu 2 A 7, Helsinki. WTD 3/7/62.

Construction Equipment Sought in Korea

Bids have been invited by the Republic of Korea for supply and delivery of construction equipment estimated to cost over $1 million.

Included in the tender are nine tractors completely equipped with bulldozers; six-wheel type, tractor-scrapers, each with a 17-cubic-yard capacity; ten 5-yard dump trucks; one pick-up truck; one crawler crane, with a 45-ton capacity; and spare parts for each item.

Bids should reach the Office of Supply, Government of the Republic of Korea, Seoul, by 10 a.m. Apr. 19.

Delivery, either f.a.s., c. and f., or c.i.f., is at buyer's option; the port of discharge is Pusan.

A copy of the tender, including terms and specifications, is available on loan from the Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

249 Miscellaneous Wood Products

Netherlands

Industrial flooring. "Mavotrans" (Hollandsche Maatschappij voor Transito Handel), 18 Bezuidenhoutseweg, The Hague. WTD 8/2/61.

262 Paper Mill Products

Iran

Kraft paper for wrapping. Arza va Taghaza Co., Ltd. (manufacturer's agent), P.O. Box 28, or Passage Nikpour, avenue Bouzarjomehri, Tehran. WTD 3/7/62.

Turkey

Kraft paper for cement bags. L. Kaslowski & Co. (commission agent), Muhurdarzade Han No. 208/214, Yali Kosk Cad., Sirkeci, Istanbul. WTD 7/13/61.

263 Paperboard Mill Products

Iran

Kraft board for manufacturing boxes. Arza va Taghaza Co., Ltd. (manufacturer's agent), P.O. Box 28, or Passage Nikpour, avenue Bouzarjomehri, Tehran. WTD 3/7/62.

264 Converted Paper, Paperboard Products

England

Stationery. Derek W. Lear (manufacturer's agent), 9 Pentillie Rd., Mutley, Plymouth, Devon. WTD 3/5/62.

Italy

Stationery and office supplies, wrapping paper. Framan (importing distributor), Via Archimede 5, Milan. WTD 1/24/62.

265 Paperboard Containers, Boxes

Italy

Packaging supplies. Framan (importing distributor), Via Archimede 5, Milan. WTD 1/24/62.

266 Building Paper, Building Board Mill Products

Finland

Insulation material. Myynti ja Markkinointi Nyyssonen & Co. (manufacturer's agent), Maurinkatu 2 A 7, Helsinki. WTD 3/7/62.

277 Greeting Cards

England

Greeting cards. Derek W. Lear (manufacturer's agent), 9 Pentillie Rd., Mutley, Plymouth, Devon. WTD 3/5/62.

281 Industrial Chemicals

New Zealand

Chemicals for oil-drilling operation, such as tannin, caustic soda. Wm. Scollay & Co., Ltd. (manufacturer's agent, commission merchant), P.O. Box 2377, Wellington. WTD 2/26/62.

Turkey

Plasticizers. L. Kaslowski & Co. (commission merchant), Muhurdarzade Han No. 208/214, Yali Kosk Cad., Sirkeci, Istanbul. WTD 7/13/61.

282 Plastics Materials, Synthetic Resins, Rubber, Other Manmade Fibers

Iran

All kinds of synthetic staple fiber, white and colored, for manufacturing cotton type and wool type textiles. Arza va Taghaza Co., Ltd. (manufacturer's agent), P.O. Box 28, or Passage Nikpour, avenue Bouzarjomehri, Tehran. WTD 3/7/62.

Turkey

Polyvinyl chloride. Granulated polyethylene, granulated polystyrene. L. Kaslowski & Co. (commission agent), Muhurdarzade Han No. 208/214, Yali Kosk Cad., Sirkeci, Istanbul. WTD 7/13/61.

289 Miscellaneous Chemical Products

Finland

Waterproofing chemicals and additives. Myynti ja Markkinointi Nyyssonen & Co. (manufacturer's agent), Maurinkatu 2 A 7, Helsinki. WTD 3/7/62.

Italy

Inedible oils, fats. G. Guetta (importing distributor), Foro Bonaparte 71, Milan. WTD 6/26/61.

299 Miscellaneous Petroleum, Coal Products

Belgium

Mineral oils, greases for automobiles and general industry. Pierre Goossens (distributor, wholesaler), 263-265 chaussee de Neerstalle, Brussels. WTD 3/1/62.

307 Miscellaneous Plastic Products

Netherlands

Industrial flooring materials. "Mavotrans" (Hollandsche Maatschappij voor Transito Handel), (importing distributor, commission merchant), 18 Bezuidenhoutseweg, The Hague. WTD 8/2/61.

321 Flat Glass

Finland

Building glass. Myynti ja Markkinointi Nyyssonen & Co. (manufacturer's agent), Maurinkatu 2 A 7, Helsinki. WTD 3/7/62.

322 Glass, Glassware

Germany

Table glassware, decorative glassware, handicrafts, and gift articles. Otto Brunemann (manufacturer's agent), Tulepnstr. 9, Bredenback/Hann. WTD 12/21/61.

Iran

Tumblers and all kinds of glasses for household use. Arza va Taghaza Co., Ltd. (manufacturer's agent), P.O. Box 28, or Passage Nikpour, avenue Bouzarjomehri, Tehran. WTD 3/7/62.

325 Structural Clay Products

Netherlands

Industrial flooring materials. "Mavotrans" (Hollandsche Maatschappiji voor Transito Handel), (importing distributor, commission merchant), 18 Bezuidenhoutseweg, The Hague. WTD 8/2/61.

326 Pottery

Germany

Table chinaware, decorative china, handicraft, and gift articles. Otto Brunemann (manufacturer's agent), Tulepnstr. 9, Bredenbeck/Hann. WTD 12/21/61.

329 Abrasive, Asbestos, Miscellaneous Nonmetallic Mineral Products

Finland

Insulating materials for buildings. Myynti ja Markkinointi Nyyssonen & Co. (manufacturer's agent), Maurinkatu 2 A 7, Helsinki. WTD 3/7/62.

Netherlands

Industrial flooring materials and compounds. "Mavotrans" (Hollandsche Maatschappiji voor Transito Handel), (importing distributor, commission merchant), 18 Bezuidenhoutseweg, The Hague. WTD 8/2/61.

331 Steel Mill Products

England

Seamless alloy steel tubes in all sizes from 2 to 24 in. bore; to A.S.T.M. specification in MW and AW thickness, particular reference to high chrome steels; A-1 quality, 1 to 60 tons, lengths 10 to 80 ft., welding of short lengths permitted; X-ray required. David Gammell (manufacturer's agent), 20 Honor Oak Rd., London, S.E.23. WTD 3/16/62.

Germany

Steel sheet pilings and bulb angles, millimeter measurements required, specifications.★ Also wire rope. Continentale Eisenhandels GmbH (manufacturer's agent), Bundesstrasse 6, Hamburg 13. WTD 12/21/61.

Turkey

Steel angles, bars, rounds, squares, flats, and sheets; iron and steel tubes; tin and tinplate; wire rope. L. Kaslowski & Co. (commission agent), Muhurdarzade Han No. 208/214, Yali Kosk Cad., Sirkeci, Istanbul. WTD 7/13/61.

342 Cutlery, Hand Tools, General Hardware

Colombia

Industrial knives used in printing and paper industry. Reven, Ltda. (manufacturer's agent), Aptdo. Aéreo No. 4364, Cali, Valle. WTD 2/14/62.

Finland

Builders' hardware, except locks; builders' hand tools. Myynti ja Markkinointi Nyyssonen & Co. (manufacturer's agent), Maurinkatu 2 A 7, Helsinki. WTD 3/7/62.

Germany

Hand tools, including "do-it-yourself" kind, shears, scissors, metric tape measures in all sizes, screw drivers and any new type of hardware. Kaethe Benicke (manufacturer's agent), 3 Pipinstr., (22 c), Bonn. WTD 3/15/62.

Builders' and furniture hardware and fittings; hand tools, including "do-it-yourself" kind. H. Nowosatko (manufacturer's agent), 36 a Buechelstr., Remscheid-Hasten. WTD 3/15/62.

344 Fabricated Structural Metal Products

Finland

Weather stripping. Myynti ja Markkinointi Nyyssonen & Co. (manufacturer's agent), Maurinkatu 2 A 7, Helsinki. WTD 3/7/62.

346 Metal Stampings

Netherlands

Industrial flooring materials. "Mavotrans" (Hollandsche Maatschappij voor Transito Handel), (importing distributor, commission merchant), 18 Bezuidenhoutseweg, The Hague. WTD 8/2/61.

352 Farm Machinery, Equipment

France

Agricultural motor pumps and electric pumps, ½ to 5 h.p.; sprayers. Jacques Fleury, S.A. (importing distributor), 20 rue Edmond Rostand, Marseille 6. WTD 3/15/62.

Netherlands

Agricultural machinery, particularly combines. L. J. Blaauw (manufacturer's agent), Stadskanaal. WTD 12/21/61.

Switzerland

Agricultural machinery. Henry A. Berkhuys (manufacturer's agent, commission merchant), 81 route de l'Aire, Geneva. WTD 2/6/62.

353 Construction, Mining, Materials Handling Machinery, Equipment

Finland

Construction machines and equipment. Myynti ja Markkinointi Nyyssonen & Co. (manufacturer's agent), Maurinkatu 2 A 7, Helsinki. WTD 3/7/62.

France

Mechanical shovels, excavators, and related equipment. Société Francaise et Americaine d'Automobiles, S.A.R.L. (distributor, importer), 15 & 17 rue de Dantzig, Paris 15. WTD 12/21/61.

New Zealand

Tools for oil-drilling operations, such as drill bits, tool joints, drill collars, sucker rods, drill pipes. Wm. Scollay & Co., Ltd. (manufacturer's agent, commission merchant), P.O. Box 2377, Wellington. WTD 2/26/62.

354 Metalworking Machinery, Equipment

Colombia

Power tools such as drills, chain, circular, and band saws. Reven, Ltda. (manufacturer's agent), Aptdo. Aereo No. 4364, Calli, Valle. WTD 2/14/62.

Germany

Saw sharpeners for hand and machine saws. Bergbau-und Industriemaschinen Guenther Gierlichs (importer), 3 Lindenstr., Cologne. WTD 8/23/60.

355 Special Industry Machinery

Belgium

Homogenizers for food industry. Rene L. Fraikin (importer, agent), 37 Dreve du Tastevin, Forest-Brussels. WTD 12/21/61.

Germany

Equipment for smoothing ice in ice skating rinks; artificial snow making machinery. Bergbau-und Industriemaschinen Guenther Gierlichs (importer), 3 Lindenstr., Cologne. WTD 8/23/60.

356 General Industrial Machinery, Equipment

Belgium

Pharmaceutical ampoule filling ma-

Colombia Invites Tenders For Motor Vehicles

Bids have been invited by Colombia for supply of motor vehicles required for its road construction program.

Included in the tender, Licitacion No. 1-62, are 80 ¾-ton pickup trucks; 40 double-cab, 1-ton pickup trucks; 50 8-ton truck chassis, with cabs; and 400 5-cubic-yd. dump trucks.

Offers in Spanish, accompanied by literature and brochures in English, should be submitted to the Ministry of Public Works, Purchasing Division, Office 407, Edificio Murillo Toro, Bogotá, not later than 11 a.m. Apr. 14.

Copies of the tender, in Spanish, are available on loan from Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

chinery, aerosol fillers. Rene L. Fraikin (importer, agent), 37 Dreve du Tastevin, Forest-Brussels. WTD 12/21/61.

Greece

Complete steam and hydroelectric plants. L. Stravoskiadis (manufacturer's agent), 20 Charilaou Tricoupi St., Athens. WTD 3/14/62.

Jamaica

All types of swimming pool equipment, especially portable water filters. A. W. Lyon (manufacturer's agent, builder), 117 Tower St., Kingston. WTD 3/9/62.

357 Office, Computing, Accounting Machines

Australia

Office machines, including electronic machines (220-250 v., 50-cycle. Alex Taylor & Associates Pty., Ltd. (importer, wholesaler), 555-563 Collins St., Melbourne, Victoria. WTD 3/9/62.

France

Accounting machines and electronic ordinators. Henry Sonnenberg (sales agent), 24 rue de la Haute-Charme, Troyes (Aube). WTD 1/3/62.

358 Service Industry Machines

France

Electric can openers for hotels and institutions. Jacques Fleury, S.A. (importing distributor), 20 rue Edmond Rostand, Marseille 6. WTD 3/15/62.

361 Electric Transmission, Distribution Equipment

Greece

Power and distribution equipment, such as high- and low-tension switchgear, switches, metal clad; power and distribution transformers; household consumer electricity meters. L. Stravoskiadis (manufacturer's agent), 20 Charilaou Tricoupi St., Athens. WTD 3/14/62.

362 Electrical Industrial Apparatus

Italy

Torque electric motors, variable speed electric motors, speed reducers, electromagnetic brakes, clutches, couplings. Gerit Trasmissioni (importing distributor), Via S. Galdino 2, Milan. WTD 6/5/61.

363 Household Appliances

Germany

Refrigerators, washing machines, and dishwashers. Harry Kolbe (manufacturer's agent), 27 Friedrich-List-Str., Bielefeld. WTD 3/16/62.

Household appliances of all kinds, such as mixers, vacuum cleaners, floor-sweeping machines, dishwashers. H. Nowosatko (manufacturer's agent), 36a Buechelstr., Remscheid-Hasten. WTD 3/15/62.

Italy

Small electric household appliances. Francesco Angeletti (importing distributor), Via L. Musini 41, Parma. WTD 5/3/60.

364 Electric Lighting, Wiring Equipment

Greece

Extra high tension cables. L. Stravoskiadis (manufacturer's agent), 20 Charilaou Tricoupi St., Athens. WTD 3/14/62.

386 Photographic Equipment

England

Photographic equipment. Pathescope (London), Ltd. (manufacturer, exporter, importer), 38/39 Brooke St., London, EC.1. WTD 12/21/61.

394 Toys, Amusements, Sporting Goods

England

Toys, games. Derek W. Lear (manufacturer's agent), 9 Pentillie Rd., Mutley, Plymouth, Devon. WTD 3/5/62.

395 Pens, Pencils, Other Office, Artists' Materials

Denmark

Solvent carbon paper with plastic coat finish. P. H. Kjaer-Hansen (importing distributor, manufacturer's agent), 25 Longangstraede, Copenhagen K. WTD 3/14/62. Sample.★

Sudan's castor bean crop, now being harvested, is estimated at approximately 10,500 short tons (undecorticated), according to the Foreign Agricultural Service.

The outturn is expected to be sold abroad at about £50 per metric ton (6.5 cents per pound). Last year the entire production of 6,000 tons was sold to West Germany.

LEADS FOR IMPORTERS

Commodities are offered direct unless specified.

201 Meat Products

Australia

Lean boneless ox crops (hamburger beef). Darling Downs Co-operative Bacon Association Ltd. (manufacturer), P.O. Box 157, Toowoomba, Queensland. WTD 10/31/61.

209 Cotton Seed Oil Mill Products

Mexico

Oilseed cakes and cotton linters; 20,000-25,000 tons of cotton seed cake; 2,000-3,000 tons cotton linters, annually. Los Molinos, S.A. (manufacturer, exporter, wholesaler, retailer), Zona Industrial No. 2, Carretera Internacional, Aptdo. Postal No. 574, Ciudad Obregón, Sonora. WTD 3/16/62.

249 Wood Products

Pakistan

Flush doors; 500 a month; all sizes of 1⅛ in. thickness. Direct or through agents. A. K. Khan Plywood Co., Ltd. (manufacturer and exporter), Strand Rd., Chittagong. WTD 12/21/61. Brochure.★

311 Leather Tanning, Finishing Products

Pakistan

Leather, including calf, embossed chrome, and vegetable tanned, suede and glace kid. Grades B1, B2, C2, D1, D2. Direct or through agents. A. K. Leather & Synthetics, Ltd. (manufacturer and exporter), Strand Rd., Chittagong. WTD 12/21/61.

348 Miscellaneous Fabricated Wire Products

Netherlands

Universal hanger (device to be used in kitchens, bathrooms), for hanging small utensils, towels. Handelsonderneming Stefag (exporter), 42 Johannes Bilderstraat, The Hague. WTD 10/20/61. Photographs and pamphlets.★

373 Ship, Boatbuilding, Repairing

Japan

Rubber fender for vessels, used in whaling industry. Kyowa Shizai Co., Ltd. (export agent), No. 505 Naka 28th Bldg., 2-1 Chome, Marunouchi, Chiyoda-ku, Tokyo; the Kyokuyo Hogei Co., Ltd. (the Polar Whaling Co., Ltd.), (manufacturer), Yusen Bldg., Marunouchi, Chiyoda-ku, Tokyo. WTD 12/14/61. Photographs.★

394 Sports Equipment

Pakistan

Tennis, badminton rackets, soccer and

rugby balls, ice hockey sticks, baseball and boxing gloves. Lofty Sports (manufacturers, exporters), Abbot Rd., Sialkot City. WTD 12/9/60.

396 Handicraft Novelties

Hong Kong

All kinds of Christmas decoration lamp sets; plastic and woven aluminum flower baskets, with or without contents. Fing Lee Co. (importer, exporter, manufacturers' agent), Pedder Bldg., G.P.O. Box 480, Hong Kong. WTD 8/26/60.

399 Miscellaneous Manufacturing Products

Japan

Electric apparatus, metal toys, wooden products, stationery, kitchen ware, fishing equipment, cutlery, medical instruments, sports goods, rubber products, optical instruments. Shinsei Trading Co., Ltd. (importer, exporter, manufacturer's agent), Room 326, Sanshin Bldg., 10 1-chome, Yuraku-cho, Chiyoda-ku, Tokyo. WTD 12/5/56.

505 Farm Raw Material Products

Canada

Sphagnum moss, 3,811 acres, finest quality. Khattar Realties, Ltd., 463 Prince St., Sidney, Nova Scotia. Sample.★

FOREIGN VISITORS

Scheduled arrival dates and U.S. addresses indicated.

Argentina

Carlos A. Brandariz, representing Minera Alumine S.A.I.C. y F., Pueyrredón 860, 2d Floor, Buenos Aires, interested in importing mining machinery and supplies for own use and resale; also technical information. Apr. 11, via San Francisco or Los Angeles, for 2 weeks; c/o Argentine Consulates and c/o C. Campuzano, The New York Times Building, New York, N.Y. Itinerary: San Francisco, Los Angeles, Chicago, New York, Detroit, Pittsburgh, Houston, Miami, and possibly other cities.

Australia

Mrs. A. E. Bauer, representing Duchess Manufacturing Co. Pty., Ltd., 67-69 Chandos St., Crows Nest, Sydney, interested in direct purchase of machinery for manufacture of ladies' and children's clothing. Also possibly in licensing agreement. Firm also seeks information on mass production of ladies' and children's clothing, or underwear and playwear. Apr. 12 via Honolulu for 1 month; c/o Sheraton-Atlantic Hotel, Broadway and 34th, New York, N.Y.; Statler Hilton Hotel, 930 Wilshire Blvd., Los Angeles, Calif. Itinerary: Los Angeles and New York.

Spencer S. Grammer, representing McGrath Trailers Pty., Ltd., Ipswich Rd., Rocklea, Brisbane, Queensland, interested in importing components for heavy transport vehicles to be used under difficult road conditions. Apr. 1 via Los Angeles for 1 month; c/o Thomas Cook & Son, Inc., 520 W. 6th St., Los Angeles, Calif. Itinerary: Los Angeles, New Orleans, Biloxi, Detroit, Kansas City, St. Louis, and San Francisco.

M. O. Moran, representing St. Kilda City Council, City Hall, St. Kilda, Melbourne, Victoria, interested in engineering projects and works applicable to City Council administration; also technical information. Apr. 10 via Los Angeles for 2 months; c/o Biltmore Hotel, Los Angeles, Calif. Itinerary: Honolulu, Los Angeles, San Francisco, Portland, Seattle, Chicago, Detroit, New York, and Washington, D.C.

Bruce S. Thompson, general manager, Phoenix Foundry, Ltd., 156-164 Wellington St., Launceston, Tasmania, interested in visiting shipbuilding yards, steel fabricating plants, steelworks, and foundries; also seeks technical information. Apr. 8 via San Francisco for 5 weeks; c/o Australian Consulate General, 636 Fifth Ave., New York, N.Y. Itinerary: San Francisco, Los Angeles, and New York.

Brazil

Paul Lojnikov, representing Polmar Brasil Gems Importacao e Exportacao Ltda., Rua Barata Ribeiro 92-A, Copacabana, Rio de Janeiro, interested in exporting precious and semi-precious gems from Brazil; also interested in meeting with importers, wholesalers, and dealers handling gems. Mar. 28 via New Orleans for 3 weeks; c/o Mrs. Lorayn Wittig, 2208-A8 Tucker Lane, Wakefield Apartments, Baltimore 7, Md. Itinerary: New Orleans, Birmingham, Baltimore, Washington, D.C., New York, and Miami.

British East Africa

Raza Nurmohamed, representing Nurmohamed, Ltd., P.O. Box 2233, Mombasa, Kenya, interested in sales of African curios; purchase of textiles and surplus goods. Apr. 15 via Los Angeles for 3 weeks; c/o U.S. Department of Commerce Field Office, 350 Fifth Avenue, New York, N.Y. Itinerary: New York, and other cities where interest is shown.

Ceylon

C. D. R. Perera, representing Atlas Trading Co., 739 Maradana Rd., Colombo, interested in exporting tea, rubber, coconut produce, papain, and spices to U.S. Apr. 15 via New York for 5 weeks; c/o Thos. Cook & Sons, 587 Fifth Ave., New York, N.Y. Itinerary: New York and Washington, D.C.

England

James Gordon Armstrong, representing Silley, Cox & Co., Ltd., the Docks, Falmouth, Cornwall, interested in meeting with U.S. firms, and directors of Chambers of Commerce, with a view to returning later and discussing heavy fabrication and general engineering projects. Apr. 6 via New York for 2 weeks; c/o John P. Hume, 50 Broadway, New York 4, N.Y. Itinerary: New York, Philadelphia, Baltimore, Washington, D.C., Boston, Cincinnati, Detroit, Chicago, Milwaukee, and Indianapolis.

France

Henri Delegue, and Roger Martin, representing SPEICHIM—Société pour l'Equipement des Industries Chimiques, 106 rue d'Amsterdam, Paris (9), interested in export, design, and manufacture of chemical plants and equipment. Also interested in obtaining information on welding techniques for stainless steel. Apr. 9 via New York for 1 week; c/o The French Oil Mill Machinery Co., Piqua, Ohio. Itinerary: New York, and Cleveland and Piqua, Ohio.

Germany

Karl Wirth, and son Karl-Andreas Wirth, representing Mack's Gips-und Gipsdielenfabriken, Schwaebisch-Hall/Hessental, interested in direct purchase of machinery and equipment for manu-

(See Visitors, page 618)

NEW TRADE LISTS

The Commercial Intelligence Division has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from this Division and from Department of Commerce Field Offices, Telephone WO. 7-4130 in Washington. The price is $1 a list.

Most lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated March.

Automotive Product Manufacturers—Australia.
Boat and Ship Builders, Repairers, and Chandlers—Sweden.
Boot and Shoe Importers and Dealers—Federal Republic of Germany and West Berlin.
Business Firms—French West Africa and Togo.
Cooperage and Container Importers and Dealers—Trinidad and Tobago.
Cooperage and Container Importers and Dealers—Venezuela.
Dairy Producers—Greece.
Glass and Glassware Importers, Dealers, and Manufacturers; Chinaware and Household Pottery Products—Importers and Dealers—Spain.
Machine Tools, Dies, Other Metalworking Machinery and Industrial Furnaces Importers and Dealers—Brazil.
Motor Bus Lines and Transport Companies—India.
Motor Bus Lines and Transport Companies—Lebanon.

U.K. Firms Ask Licenses for Tools, Industrial Equipment, Lampshades

FOUR MANUFACTURING FIRMS in the United Kingdom are seeking licensing or other arrangements in order to make equipment used in the construction and mining industries; lampshades and fittings; earthmoving, agricultural, and other heavy, general machinery; and metalcutting machine tools.

● A firm of industrial engineers wishes a licensing arrangement for the exclusive manufacture of equipment used in the construction and mining industries.

Company specializes in the design, manufacture, and sale of pneumatic "concretor and grouting" equipment and reports extensive export experience with Africa, India, and Europe.

It has ample manufacturing facilities to produce other equipment used by the mining and construction industries.

Is also interested in exclusive representation for industrial equipment.

Write to Boulder Equipment, Ltd., 18 High St., Barnet, Herts.

● A lampshade producer and wireworks operator seeks a licensing arrangement to make lampshades and fittings.

Also wish to act as distributors for U.S.-manufactured items in this line.

Payment on a royalty basis is proposed.

Facilities include spot welders for wire work and Singer box-pleat makers, as well as a large number of home workers who do final assembly work.

Write to Brita Lampshade Co., Ltd., The Factory, Ashford Ct., Ashford Rd., Cricklewood, London W.2.

● A firm of ship repairers and engineers wishes a license to manufacture heavy-fabrication products and to do general engineering work in the United Kingdom.

Company seeks patents, processes, and techniques, as well as machinery and equipment.

Payments would be on a royalty, cash, or profit-sharing basis.

The firm wants to produce heavy earthmoving equipment, together with certain types of agricultural machinery, and would also consider the manufacture of heavy general machinery, such as oil-refinery equipment, crushing mills, and metalworking machinery.

Workshops are equipped with cranes and transport for heavy production.

The company has traveling representatives in the United Kingdom and established agents throughout Europe.

A brochure describing the business is available on loan from the Office of International Investment, U.S. Department of Commerce, Washington 25, D.C.

Write to Silley, Cox & Co., Ltd., The Docks, Falmouth, Cornwall, England.

● A manufacturer wishes a licensing arrangement to produce U.S.-designed machinery in Great Britain.

Company now makes circular sawing machinery for metal cutting purposes and prefers to produce an allied type of machine tool which could be marketed by their present sales organization.

Other types of machinery of comparable size and quality would be considered.

In return for exclusive production and sales rights for the United Kingdom, preferred payment would be on a royalty basis but outright payment and profit sharing would also be considered.

Plant's equipment is capable of planing up to 12 feet, turning up to 6 feet, horizontal boring, and many varieties of lathe work.

Although the factory can handle jobs with a maximum weight of 5 tons, smaller work is preferred.

A brochure on their range of metal sawing machines is available on loan from Office of International Investment, U.S. Department of Commerce, Washington 25, D.C.

The company chairman, Mr. P. A. Russell, will be in New York City on April 24th and can be reached there at the Statler-Hilton Hotel.

Also, write to S. Russell & Sons, Ltd., Bath Lane, Leicester, England.

Hydrogenation Plant Sought In Burmese Joint Venture

A joint venture for erection of a rice-bran oil hydrogenating plant is sought by a firm in Burma.

Plant is designed to handle the surplus, free fatty acid oils of rice-bran and edible oils for margarine.

The five rice-bran oil mills concerned collectively offer to buy land, and erect and operate such a plant in a joint venture to produce 40 net tons daily.

The complete plant is estimated to cost between $1- and $1.2 million and the mills are to subscribe jointly and raise up to one-third or one-half of the capital cost.

More complete details are available on request to Office of International Investment 62-IO-7, U.S. Department of Commerce, Washington 25, D.C.

License Sought in Denmark To Assemble, Distribute Light Industry Product

A Danish manufacturer wishes a licensing arrangement to diversify its present activities which include production of girdles, corsets, and brassieres, under license from several U.S. firms, and distribution of these articles in Western Europe and the Scandinavian countries.

The company proposes: (1) To assemble a light-industry product not connected with the needle trade; (2) To package and distribute this product which is to be exported in bulk from the United States; and (3) To serve as an executive and distribution advisory service for a firm interested in establishing Danish headquarters.

Wishes to contact only those companies with well-known brand names.

Company recently completed a second building in a manufacturing area of Copenhagen where there is sufficient space for a 40,000-sq.-ft. extension.

Photographs of the plant are available, on loan, from Office of International Investment, U.S. Department of Commerce, Washington 25, D.C.

Write to Lastic A/S, Lersø Parkalle 110, Copenhagen.

German Plastic Item, Filter Output Asked

Two German manufacturers seek licensing arrangements to produce either plastic items for the construction trade or specialized gas and oil filters.

● A manufacturer wishes a licensing agreement for Germany in order to make plastic articles for the building trade.

Now makes glass-fiber-reinforced polyester items and thermoplastic sections.

Is said to have an excellent reputation and is controlled by Dynamit Nobel AG, Troisdorf/Cologne—a producer of explosives, plastic materials, and chemical products.

Write to Dyna-Plastic-Werk, GmbH, 135 Muelheimerstr., Bergisch-Gladbach/Cologne.

● A wholesaler of tools and machinery and manufacturer of filters wants a license to produce oil and gasoline filters.

The filters should be of lightweight metal, capable of operating at 158-284°F., able to remove impurities of 5-50 microns, and with no removal or exchange of parts required.

Write to Dr. Johannes Schaefer, Rotring-Feinstfilter, 45 Kammerweg, Bremerhaven.

Australian Firms Seek Arrangements For Dresses, Varied Metal Products

COMPANIES IN THE UNITED STATES are asked to participate in business arrangements with five Australian concerns that want to produce new dress styles; commercial or industrial metal articles; steel furniture and hospital equipment; hardware for home construction; and industrial pipe and malleable iron fittings.

● A manufacturer of ladies' dresses and ensembles wishes a licensing agreement with a U.S. fashion designer and producer for new stylings. An annual royalty payment would be made.

Firm produces medium-priced cotton, wool, and Dacron dresses for women and has an annual volume of $270,000 with distribution throughout Australia by resident agents in each capital city and by traveling salesmen in New South Wales.

A director of the firm will be in the United States in June and wishes to ascertain American interest in this proposal.

Write to Diana Fashions Pty., Ltd., 60 Wentworth Ave., Sydney.

● A firm of production engineers and manufacturers wish to make U.S.-patented products, other than those in the domestic or household goods categories, under license.

Company now produces metal filing cabinets, school desks, lockers, chairs, car license plates, street signs, and irrigation filters.

Its main customers are departments of federal, state, and local governments.

The firm employs 48 people and facilities of its 33,000-sq.-ft. plant include a general maintenance shop, tool rooms, stamping department, welding and fabrication department, painting and enameling facilities, and a cadmium-plating section.

It is willing to discuss almost any offer from an American firm.

Write to Altona Engineering Co. Pty., Ltd., Sundercombe & Scarborough Beach Rds., Osborne Park, Western Australia.

● New lines of bedding, steel furniture, and hospital equipment are wanted under a manufacturing license by a firm now producing tubular steel furniture.

Write to C. C. Rawson, Ltd., 19-25 Beeson St., Leichhardt, Sydney.

● An Australian producer asks a licensing arrangement for metal items used in home building.

Company wants to manufacture new products in its present line or start entirely new product lines in its sheet-metal plant.

It now manufacturers aluminum window products, louvered windows, and casement stays for homebuilding.

Claims to be the largest producer of window screens in Australia and has plants in Melbourne and Sydney equipped with brake and power presses, roll-form machines, folders, automatic riveters, and enameling equipment, with continuous conveyor systems.

Firm maintains sales offices throughout Australia and in Singapore.

The general manager will be in the United States from April 29 to June 3, with stops in Seattle, San Francisco, Los Angeles, Kansas City, Des Moines, Chicago, and locations in Florida and New York—after April 9, he can be reached c/o K-Lath Corp., 204 W. Pomona Ave., Monrovia (Los Angeles).

Write to Mr. H. R. Glidden, general manager, A. F. Agnew & Co., 1245 Sydney Rd., Fawkner, Melbourne.

● A producer wishes a joint venture to make industrial pipes and malleable iron fittings in Queensland.

Firm now manufactures brass sewer components, high pressure water taps, and gas cocks.

Write to Mr. G. S. Sakzewski, C. O. N. Holdings Pty., Ltd., Castlemaine St., Milton, Brisbane.

Timber Framework License Requested by Belgian Firm

An importer of timber and producer of shingles wants to enter into a licensing agreement with a U.S. firm to make prefabricated pavilions and large timber frameworks.

The firm was founded in 1935 and enjoys a good reputation.

Write to Ets. Desmet, S.p.r.l., 126 Ave. de la Bourgogne, Mouscron, Belgium.

Motor Scooter Production Wanted in Pakistan

An industrialist in West Pakistan wants to become associated with an American investor in order to manufacture electric motors, scooters, and spare parts.

For complete details, write to Mr. Rais Khair Mohammed Khan, Tando Yusuf, Hyderabad, West Pakistan.

Wire and Cable Plant, New Fishing Industry Proposed in India

Collaboration is sought in India to set up a plant to produce wire and cable and to initiate a fishing and fish-processing industry.

● An official of the Kerala State Government has discussed with the U.S. Embassy in New Delhi the possibility of private U.S. technical collaboration for the manufacture of electric cables.

A corporation, with the Kerala State Government providing 75% of the capital —about $840,000—has been licensed to make 36 million core yards of 250- and 660-volt-grade electric wire and cable annually.

It requests technical know-how, and specifications for the plant and machinery to be installed, including testing equipment.

Plant must be capable of producing copper or aluminum cable but it is proposed to use aluminum, either partly or fully, and PVC/polyethylene coverings.

More complete data, together with wire sizes and production needed, can be obtained on request to Office of International Investment, 62-IO-6, U.S. Department of Commerce, Washington 25, D.C.

● A cooperative fishery association seeks financial and technical collaboration for a new commercial fisheries project.

The project would utilize 5 medium-sized vessels to exploit Gulf of Cutch (off Arabian Sea) shrimp resources, 2 trawlers for offshore fishing, and 2 transport launches.

Fish-canning, quick-freezing, cold-storage, and fish-meal plants also would be included in the project.

About 50% of the investment, $329,280, will be required in foreign exchange for which the U.S. investor would be allotted an equivalent share in the equity capital and a franchise for U.S. sales.

The rupee investment, estimated at $342,720, will be raised by the Association.

The American investor would be expected to assist in obtaining the services of a fishery engineer, 2 masters for the trawlers, and a fishery technologist.

An outline of the project is available from Office of International Investment 62-IO-8, U.S. Department of Commerce, Washington 25, D.C.

Swiss Firms Wish Licenses In Drugs, Cosmetics, Foods

Two manufacturers in Switzerland are looking for licensing agreements with U.S. firms in order to produce dietetic and specialty food products and brand-name cosmetics and pharmaceutical products.

● A manufacturer of dietetic products and food specialties wants a licensing agreement with a U.S. firm to produce similar items.

The firm is particularly interested in soya products—soups, meat preparations, bread pastes, children's food, mayonnaise, salad and meat sauces, and soya milk.

It was established in 1942 and is said to have a good reputation.

Write to Dyna AG, Route Fonderie 50, Fribourg, Switzerland.

● A producer wishes a licensing agreement with a U.S. firm in order to manufacture brand-name cosmetics and pharmaceutical products.

Firm is well established. It now manufactures paper napkins, handkerchiefs, and toilet paper and imports and distributes cosmetics and pharmaceuticals.

Write to Jean Bollhalter & Co., 2 Merkurstr., St. Gallen, Switzerland.

Cast-Iron Spun Pipe Plant Asked in India

An Indian nonferrous-metal concern proposes to set up a factory for the annual manufacture of 24,000 tons of cast-iron spun pipe in sizes up to 24 inches in diameter and in lengths of about 18 feet.

The promoters are interested in obtaining collaboration in technical know-how, details of machinery specifications, and assistance in erecting the plant and machinery.

Capital requirements are estimated at $3.15 million.

A new joint-stock limited company with an authorized capital of $21 million is proposed with the promoters and the Indian public subscribing for the necessary rupee expenditure.

Foreign-exchange requirement is estimated at $1.47 million, preferably in the form of equity or a long-term loan, and the balance of this may be obtained as a foreign-exchange loan from some banking or other institution.

A gross profit margin of about $24 a ton is expected.

Write to Indian Investment Centre, 630 Third Ave., New York 17, N.Y.

Other Foreign Investment Offices Announced

An additional list of foreign investment information offices in the United States is shown below.

Copies of the March 1961 list (FCW, Mar. 5, p. 394) may be requested from the Office of International Investment, U.S. Department of Commerce, Washington 25, D.C.

IRAN—Commercial Counselor, Embassy of Iran, 3005 Massachusetts Ave., NW., Washington, D.C.

NIGERIA—(1) Nigeria Commercial Office, Consulate General of Nigeria, 575 Lexington Ave., New York 22, N.Y. (2) Eastern Nigeria Office, c/o Barnet and Reef Associates, Inc., 445 Park Ave., New York 22, N.Y.

PAKISTAN—Pakistan Consulate General, 12 East 65th St., New York, N.Y.

PUERTO RICO—Puerto Rico Development Administration, 666 Fifth Ave., New York, N.Y.

SPAIN—Chamber of Commerce and Industry of Spain, 750 Third Ave., New York 17, N.Y.

TAIWAN—Chinese Investment and Trade Office, c/o Bank of China, 40 Wall St., New York 5, N.Y.

TRINIDAD—Trinidad Industrial Development Corp., 730 Fifth Ave., New York, N.Y.

TURKEY—Turkish Trade and Industrial Development Department, 550 Fifth Ave., New York, N.Y.

Visitors . . .

(Continued from page 615)

facturing plaster. Also interested in concluding licensing agreement with U.S. manufacturer for production in West Germany of chemical additives for plaster and plaster products, such as plaster boards. Apr. 6 for 3 weeks; c/o German-American Chamber of Commerce, 666 Fifth Ave., New York, N.Y. Itinerary: New York, and possibly other cities.

India

Nilkant A. Kalyani, representing Bharat Forge Co., Ltd., c/o Kirloskar Oil Engines, Ltd., Poona 3, interested in purchase of plant and machinery for forge shop; also interested in establishing contacts with U.S. firms specializing in finished forgings. Apr. 8 via New York for 2 months; c/o Allison L. Bayles, 713 St. James St., Pittsburgh 32, Pa. Itinerary: Pittsburgh and Cleveland.

Iran

Edward M. Nissan, representing Sherkat Nesbi George & Edward Nissan, Sedalan Malek, Seray Aali, P.O. Box 737, Tehran, interested in agencies, especially plastic sheeting (pound goods), nylon and rayon piecegoods, apparel manufacturing. Also seeks technical information on apparel manufacturing. Early April via Los Angeles for 1 month or possibly longer; c/o Victor Nissan, 400 S. Westlake, Los Angeles 37, Calif. Itinerary: Los Angeles and New York.

Iraq

Haj Tawfik Youzbaki, representing M. Ali Youzbaki & Sons, Mustansir St., Baghdad, interested in meeting with U.S. manufacturers of clothing and paper products for purpose of discussing possibilities of establishing plants in Iraq for manufacture of U.S. brand-name products, under licensing arrangement. Early April via New York for 2 months; c/o Larry Nissan, Larryson Trading Co., 1270 Broadway, New York 1, N.Y. Itinerary: New York.

Japan

Takumi Ito, director and chief of Business Department, Ueno Sangyo Co., Ltd. (Ueno Sangyo Kabushiki Kaisha), 310 Suenaga, Yokkaichi City, Mie Prefecture, interested in meeting with manufacturers of casting machinery and pig iron, and purchasers of gray iron castings. Apr. 2 via Los Angeles for 3 months; c/o Fuji Industries Co., Ltd., 26 Broadway, New York 4, N.Y. Itinerary: Los Angeles, Chicago, New York, Detroit, Cleveland, Milwaukee, and possibly other cities.

Rubber Products Asked in France

A manufacturer of rubber products wishes a licensing agreement to make industrial rubber articles to sell in the Common Market countries.

It mainly produces moulded parts for automotive and mechanical uses, mine conveyor belts, rubber blankets, paper-mill cylinders, and supplies for chemical plants at its 2 factories in eastern France.

Proposes payment on a royalty or production basis to an outstanding U.S. producer interested in expansion involving new items, but without establishment of a European organization.

Write to Ets. Rollin & Cie, Manufacture Alsacienne de Caoutchouc, Steinbach par Gernay (Haut-Rhin).

U.S. To Show New Products In Poland

A FEW YEARS AGO, the official United States Exhibition at the 28th International Trade Fair in Poznan, Poland, provoked this question in the Polish press: "Why don't we have all this?"

Pygodnik Powscechny, a Polish newspaper, answered in this way: "This question is certainly not out of place. We can really have everything, on the condition that we earn it—the same way the Americans did."

Since then, many items exhibited in the U.S. Pavilion in Poznan have come to be in everyday use in Poland. For instance, many Poles are smoking cigarettes manufactured by American-made machines. Industrial safety devices, tire re-capping machinery, and mining equipment, first shown in Poland in U.S. Exhibitions, are now in use there.

The United States will return to Poland for its sixth consecutive year to stage a comprehensive industrial exhibit at the 31st Poznan International Trade Fair, June 10-24.

This year, the Soviet Union is moving to an air-conditioned pavilion adjacent to the American building, apparently to challenge the U.S. popularity in the fair grounds.

Broad Industry Participation

Theme of the U.S. Exhibition this year is "Expanding Industry Serving the Consumer," and to develop this theme, the Commerce Department's Office of International Trade Fairs has drawn broadly from U.S. industry. About 60 firms, demonstrating a variety of machinery and manufacturing techniques, are participating.

A highlight of the U.S. Exhibition will be "Plastics USA," which shows the role of plastics in American industry and everyday American life. It is adapted from a traveling exhibit shown in the Soviet Union and Rumania by the U.S. Information Service. It was a hit in both countries.

A chemicals exhibit, with demonstrations of the industrial uses of silicone, also will be part of the U.S. show.

The machinery exhibits include textile equipment which will manufacture seamless stockings on the spot.

Other U.S. exhibits will show precision machine tools, concrete finishing tools, pharmaceutical machinery, a portable sawmill, a photographic studio, recreation equipment, and a wide variety of farm machinery, always popular in agriculturally-minded Poland.

Novel Trade Center Promotions To Feature Books, Instruments

THE U.S. Trade Center in London will stage promotions of American-made books and electronic instruments this summer.

These promotions will differ from usual Trade Center practice in that displays will be locally assembled from the stocks of British agents representing American firms. Also, the mounting and manning of displays will be handled by individual exhibitors through their British representatives.

U.S. firms seeking to join the promotions must already be represented in the U.K. However, unrepresented firms can receive special assistance in obtaining representation prior to the exhibit.

A promotion from June 13 to 21 will feature small and medium-sized electronic instruments and equipment, including devices for electronic testing, measurement, printing, control, analysis, and counting. Only complete units will be shown, since an electronic components promotion is being planned for a later date. For the convenience of American exhibitors, this exhibit has been scheduled to follow the International Exhibition of Instruments, Electronics, and Automation, which closes June 1 in London.

The books exhibition will be held from July 25 to August 16. It will consist principally of children's books, technical works, standard reference volumes, scholarly texts and high grade paperbacks.

The dates were chosen to coincide with the presence of academic groups in London during the school vacation period. The exhibition will be open to the public most of each day but certain hours will be set aside for the trade and other specially invited groups.

The exhibition will have the support of the U.S. Information Service, which has a record of successful cooperation with the British book trade in promotions of this type.

The promotions were planned to allow established importers of American products an opportunity to increase sales through use of Trade Center facilities, and to cement the Trade Center's role as sales promotion headquarters for American goods.

It is anticipated that these locally sponsored promotions will foreshadow further diversified types of Trade Center activities.

To be eligible for participation, the American exhibitor's products must meet the established themes and the firm must be represented in the United Kingdom by May 15, in the case of electronic instruments, and by June 15, in the case of books.

Representation may be through British agents or distributors, or the firm's own sales organization.

The Center will be made available without charge to interested firms, including the use of all Center display facilities. Exhibitors must, however, obtain approval of plans for displays and promotional activities from the Trade Center Director.

Trade Contact Survey

For firms desiring to join the exhibitions but lacking representation in the U.K., the Department of Commerce has special assistance in the form of the Trade Contact Survey, designed to locate agents and distributors abroad for American firms.

Every effort will be made to obtain a suitable representative in time to allow the firm to participate.

Such firms should apply immediately for assistance through the nearest Department of Commerce Field Office or to the Commercial Intelligence Division, Bureau of International Business Operations, Washington 25, D.C., requesting a Trade Contact Survey.

U.S. Scientific Instrument Exports Continue To Set New Records

AMERICAN EXPORTS of scientific and industrial instruments rose to a new record level of $427 million in 1961.

The export jump reflected an increase of 26% over the previous peak year of 1960, an analysis of U.S. Bureau of the Census data shows.

The foreign market for scientific and industrial instruments represents about 8.2% of domestic production.

The ratio of instrument exports to instrument imports was about 10 to 1 in 1961.

The 1961 instrument exports were distributed among 131 foreign countries and the 10 leading markets—taking about 68% of the total instrument exports—were Canada, Japan, West Germany, France, Italy, Netherlands, United Kingdom, Mexico, Brazil, and Australia.

The proportion of U.S. instrument exports taken by the six EEC countries was 25%.

Significant relative gains were made in 27 of the 30 leading foreign markets for instruments over 1960 export sales—from 110% for Spain, 67% for Chile, and 65% for Italy, to 39% for Japan, 24% for Germany, and 13% for the United Kingdom.

Exports to Canada and Australia in 1961 were about the same as for 1960.

The only relative decline registered was for Finland—10%.

Scientific instrument exports (including instruments used in research and development, quality-control laboratories, and various sciences) increased from $149 million in 1960 to $201 million in 1961.

Exports of instruments used for measurement and control of variable elements and conditions related to industrial processes rose from $191 million in 1960 to $227 million in 1961.

Export Picture Bright

The foreign market for scientific and industrial instruments is a long way from the saturation point:

- The market for instruments is just beginning to open in the less industrially developed countries.
- Competitive drives within industrially established countries have brought a growing emphasis on modernization which, in turn, leads to an increasing demand for industrial instruments.

Concomitantly, the demand for scientific instruments is also increasing.

New research facilities are continually being set up in the less developed countries, while the more developed countries are experiencing a surge in research and development activities.

Quality, Salesmanship Help

The technical superiority of American instruments has permitted U.S. manufacturers to be competitive, although handicapped by price differentials in favor of foreign-made instruments.

The narrowing of these price differentials, resulting from proposed lower tariff barriers, undoubtedly enhance the competitive standing of American-made instruments in foreign markets.

For the most part, the growing instrument exports are due to the active and aggressive international sales programs of American firms which have become interested in foreign markets.

In the past year, there has been a significant increase in the number of U.S. instrument manufacturers who have inquired of the Department of Commerce regarding foreign market potentials and procedures incidental to establishing a foreign sales program.

The expanding foreign market for scientific and industrial instruments, plus the increasingly greater number of firms which are actively entering into foreign sales programs, point toward a continuing rise in instrument exports.

Exports of Crude Aluminum From U.S. Double

Substantial gains in shipments to Yugoslavia, Argentina, and the United Kingdom boosted U.S. exports of crude aluminum for January to more than double the December 1961 figure.

Crude imports were down.

The January export total was 39.5 million pounds, compared to 17.4 million pounds in December, according to U.S. Bureau of the Census figures.

January shipments to Yugoslavia were 10.5 million pounds—equal to about 60% of crude exports to that country for all of 1961.

Shipments to Argentina were 6.2 million pounds, compared with a monthly average of 1.8 million.

Exports to the United Kingdom were up about 80% to 7.6 million.

Filter-Tip Cigarettes Gain in United Kingdom; Untipped Cigarettes Dip

LONDON—Filter-tip cigarettes are gaining popularity in the United Kingdom, the U.S. Embassy reports.

While well under the 54% of total production in the U.S. tobacco industry, tipped-cigarette production in the United Kingdom is over 20% of total cigarette output, according to trade estimates, reflecting an increased tobacco consumption for these cigarettes of nearly 9 million pounds.

Future rises in British tobacco consumption appear to be in doubt, however, because of concern expressed in medical and political circles over cigarette smoking.

A total of 243.1 million pounds, or 87% of total 1961 tobacco consumption, went into cigarettes, with the quantity processed in plain cigarettes decreasing by 4.7 million pounds.

The total quantity of tobacco used by tobacco manufacturers in the United Kingdom was 277.9 million pounds—smoking and chewing tobacco, 32.4 million pounds; cigars, 1.6 million pounds; and snuff, 0.8 million pounds.

Shipments From U.S. Down

The United States is one of the most important suppliers of the unmanufactured tobacco purchased by the United Kingdom.

U.K. purchases of unmanufactured tobacco from the United States dipped to 152.2 million pounds, valued at $129.4 million, in 1961 from 176.9 million pounds, valued at $146 million, in 1960, according to Foreign Agricultural figures.

By contrast, exports of cigarettes from the United States to the United Kingdom rose from a value of $884,000 in 1960 to $1.3 million in 1961.

Austrian Publications Show Slight Decline

Austrian publishers produced 4,275 titles in 1961, compared with 4,375 the previous year, with the decrease attributable solely to a decline of over 200 in the number of published academic dissertations.

Book titles, on the other hand, increased by 78, or 3.4%, over 1960.

The number of periodicals increased 16.1% to a total of 988.

Among the various works published, books of fiction led with 309 titles, followed by 238 school texts.

Rhodesia Federation's Trade Balance Seen Heading for Alltime Record

SALISBURY—After a surprising strong surge in the third quarter, the economy of the Federation of Rhodesia and Nyasaland showed a slight weakening in the final quarter of 1961, the U.S. Consulate General reports.

Foreign exchange reserves, after two consecutive monthly declines, are expected to end the year below the September high of £48,219,000 (US-$135 million).

Indications are, however, that the Federation's 1961 favorable visible balance of trade will be its highest ever.

Northern Rhodesian copper production continued at about 10% below capacity, while mineral output in Southern Rhodesia, principally asbestos, gold, and chrome, showed an overall increase of about 3%.

Manufacturing indexes, despite a slight drop in November largely as a result of seasonal declines in fertilizer production, will almost certainly exceed 1960 levels.

Prospects for a good tobacco crop were jeopardized by a drought threat after good planting rains.

The building industry was depressed and increased unemployment was a matter of concern to Government and industry.

It is expected that the gross national product will have increased by about 3% to £555 million ($1,554 million) for the year.

There was little optimism that 1962 would show dramatic changes, despite some strong evidences of confidence in the industrial future of the country, principally resulting from prospects of new investment in the automotive sector and petroleum products field.

The specter of political uncertainty continued to restrict economic growth.

Financial Picture Mixed

The financial sector continued to show encouraging signs of strength, reflected especially in increased commercial bank deposits and, although below the September high-water mark, a high level of foreign exchange reserves.

Money remained tight, however, and loans for residential construction were almost nonexistent. The small investor seems reluctant to risk venture capital until improved political conditions are in sight.

Major investors, however, are beginning to counteract the general bearish trend.

Federation banking reserves in the first 2 months of the final quarter dropped slightly from the September figure, the highest monthly total since November 1959.

Attributed largely to the success of the exchange control measure of February 1961, the improved position was not deemed sufficiently secure by the Federal Government to permit total elimination of the exchange restrictions.

Commercial bank deposits showed encouraging increases, and after liquidating their indebtedness to their oversea head offices they now appear to be lending most of their surplus cash on hand to the Federal Government on short term.

New Investment Restrained

The attitude toward new investment was bearish in general, although nominal capital of new companies registered in Southern Rhodesia totaled £1,999,000 ($5.6 million) for the months of October and November, well above the monthly average of £593,000 ($1.7 million).

Increases of registered capital in existing companies totaled only £199,000 ($557,000) during the same 2-month period.

Overall, 884 new companies were registered in the Federation during the first 11 months of 1961 with nominal capitalization of £8,356,000 ($23.4 million) compared with 1960 totals of 1,079 new companies capitalized at £17,287,000 ($48.4 million).

The Federation's favorable visible balance of trade in 1961, according to preliminary data, was £3.3 million ($9.24 million) above the previous record of £53.9 million ($156.52 million) in 1960.

Exports at £206.8 million ($597 million) were slightly higher than the 1960 record total of £205.8 million ($576.2 million), and imports at £154.6 million ($432.9 million) were down £2 million.

The high level of imports—averaging almost £13 million ($36.4 million) monthly—is a tribute to the vigor of the Federal economy at a time when many observers feared a general recession might be in the offing.

Refined copper, $285 million, and tobacco, $114.8 million, accounted for almost 75% of the Federation's exports in the first 11 months.

Imports broadly followed a well-established pattern with producers' goods accounting for 62.7% of the October total and consumer goods taking 31.4%.

Fuels and lubricants, largely imported from Persian Gulf countries and the United States, had 5.2% of the import market.

October capital equipment imports of £2,563,000 ($7.2 million) were the lowest monthly total in 1961.

The U.K. was expected to regain its position as main supplier of the Federation; for the first 11 months of 1961, U.K. exports totaled £47,423,000 ($132.8 million) well above South African sales of £44,516,000 ($124.6 million).

U.S. Trade Off

After reaching an alltime monthly low of £59,000 ($165,200) in September, Federal exports to the United States improved slightly during the final quarter, but at £2,364,000 ($6.6 million) for 11 months were still only a third of the corresponding 1960 total.

Almost negligible copper and reduced chrome ore shipments for the year were the principal reasons for the sharp decline.

Imports from the United States were also down, off 13% for the January-November period, to £7,373,000 ($20.6 million).

Japan and the Common Market countries continued to make significant increases in their share of the Federal market.

For the first 11 months of 1961, Japanese exports jumped an astonishing 25% to a total of £2,289,000 ($6.4 million).

During the same period, Common Market exports of £14,516,000 ($40.6 million) were up 15% over the preceding year.

The two trading areas accounted for 4% and 10% respectively of overall Federal imports during the period.

The possible effect on the Federation of Britain's application to join the European Common Market and the probability that the Federation will become an Associated Overseas Territory has been widely discussed.

Most observers believe that a form of association would be extremely beneficial to Rhodesian exports generally, but are worried about the possible consequences of loss of preference in the U.K. market.

Although there is no wholly reliable statistical guide to the commercial trend in the Federation, trade sources generally reported that the final quarter was

not as promising as had been expected earlier.

Latest statistics show that sales in the Federation during October were 1.9% below those of October 1960.

Southern Rhodesia showed a decline of 5.0% but Northern Rhodesia and Nyasaland recorded increases of 2.5% and 8.2%.

The averages of sales for the Federation and for each of the three Territories, however, all were above the average levels in 1959.

Overall minerals output was down in the fourth quarter.

Southern Rhodesian production, however, reached a new record of £27,161,581 ($76.1 million) for the year, a 3% increase over 1960.

The principal reason for lower output was the Northern Rhodesia copper producers' 10% cutback in production resulting from a weakening demand.

Northern Rhodesia mining production amounted to £110,248,000 ($308.7 million) for the first 11 months of 1961, a drop of £9,169,000 ($25.7 million) from the corresponding period of 1960.

In Southern Rhodesia asbestos advanced significantly during the year with output valued at £8.75 million ($24.5 million), 17% higher than in 1960, the second highest annual value recorded.

Southern Rhodesia gold production of 570,095 ounces was the highest for 17 years and reached the record of £7.16 million ($20 million).

Chromite and coal continued to drop sharply in the quarter with production loss during the year down in value by 10% and 13%, respectively.

Production of copper, tin, and iron ore increased significantly. Iron ore output jumped from 174,669 tons in 1960 to 427,692 tons in 1961, an increase of 24¾%.

Output of electricity in the Federation in 1961 was 3,999,000,000 kilowatt-hours, an increase of just over 4½% over the preceding year.

Although consumption kept up with estimated increases in production, concern was expressed at the end of the quarter that 1962 might see a further decline in the rate of expansion of electricity consumption.

Industrial Picture Encouraging

Although industrial production dropped seasonally in November, yearend results should show a substantial improvement on the 107.8 overall index of industrial production for 1960.

There were encouraging signs that the successful conclusion of negotiations for an oil refinery and several other industrial developments were near.

A fall of 10% in the industrial production index for November 1961, compared with the previous month, was caused mainly by a sharp drop from exceptionally high fertilizer production in October.

The index of total industrial production for November, at 110.3, was 13.1 points below that for October but four points above that for November 1960.

Gains were recorded by foodstuffs, some chemicals, metal products, and electrical equipment but most other groups, including beverages and tobacco, textiles and clothing, wood and furniture, and minerals showed declines.

The largest decline was in fertilizer production, the index falling to 143.3 from the October figure of 255.

Fertilizer production reaches its year's peak in October to cater for a seasonal demand ahead of the tobacco planting months.

The construction industry continues to be in the doldrums, and through the falling away of private investment local builders have become dependent on Government work.

The Federal Government will, in 1962, allocate to building works and ancillary services in the Federation a sum larger than ever before.

The profits of industrial corporations publishing their annual reports during the quarter showed a mixed picture.

Significant changes from 1960 included lower profits by Premier Portland Cement, the leading cement producer in the Federation; Gatooma Textiles, one of the largest textile concerns; and Springmaster Corp., an important furniture manufacturer.

Increased profits were reported by Rhodesian Cables which made record results for the year ended June 1961.

The Chairman of Premier stated that he is not hopeful about any immediate future gains by his firm because of the still depressed condition of the construction industry.

Gatooma Textiles is reported to be finding alternative outlets within the Federation for sales that were lost under the Federation-South Africa trade agreement.

The Springmaster drop was attributed to bad debts among its customers; however, the firm is said to be optimistic about the prospects in the African market for its new Northern Rhodesian factory.

During the quarter there were a number of encouraging signs of new investment—in a sugar mill, iron and steel works, motor assembly plant, a fertilizer factory, and a number of smaller projects.

Hippo Valley Estates announced that £500,000 had been subscribed as new capital for their 150,000-acre agricultural project.

The new capital, subscribed by Rhodesian Anglo American $784,000 and Rhodesian Breweries $490,000 is not only to be used to increase sugar and citrus production but also for a new sugar mill at Hippo Valley to be in operation by May 1962.

The Rhodesian Iron & Steel Co. deposits at Bukwe, Southern Rhodesia, are the subject of discussion between that company and the Japanese Kawasaki Steel Corp.

If successful, an £11 million expansion program divided between the Redcliffe works and the deposits at Bukwe could result.

The project to build a factory in Lusaka, Northern Rhodesia, to assemble Willys Jeeps has been approved.

The plant, initial capital outlay of which is believed to be about $672,000 is to be in production by mid-1962.

This project is a Rhodesian undertaking with American control which will continue only as long as it is necessary to firmly establish the initial management of the company and to train local personnel.

Firms interested in establishing a fertilizer factory were given to December 31 to submit proposals to the Federal Government.

The British Federation of Industries reportedly would be willing to organize a consortium and submit a turnkey price for the entire cost of the project, taking payment over a 10-year period; in addition, at least one U.S. firm has expressed an interest.

The Scotford Mills textile plant in Gatooma will expand considerably as a result of a link with the U.K. firm of Meridian, Ltd.

The Southern Rhodesia Government will make a cash loan to finance erection of a $112,000 cosmetics factory to be built by the Central Africa Branch of Chesebrough-Ponds International, Ltd.

After discussions in Lisbon, the Federal Minister of Commerce and Industry described negotiations for an oil refinery as completely successful. The local press has now assumed, therefore, that building of the refinery as well as a pipeline to bring the crude oil from the coast through Mozambique is assured.

Latin American Countries To Get Housing Loans

The Inter-American Development Bank has announced the approval of three loans for a total of $21.3 million from the Social Progress Trust Fund to help finance housing projects for low-income families in El Salvador, Nicaragua, and Venezuela.

The loans are:

- $6,100,000 to the Instituto Nacional de Vivienda Urbana of El Salvador, to help finance construction of 5,000 homes.
- $5,200,000 to the Instituto Nicaraguense de la Vivienda of Nicaragua, to help finance construction of 2,850 housing units.
- $10,000,000 to the Banco Obrero (Workers' Bank) of Venezuela, to help finance construction of 5,600 urban housing units.

Australian Wool Committee Recommends No Change In Auction System Now

CANBERRA—The Australian Wool-Marketing Committee of Inquiry has recommended to the Government that the basic wool auction system now in use be continued, that a reserve price scheme not be introduced, and that a permanent Australian Wool Commission be established, the U.S. Embassy reports.

The Committee, appointed by the Government in January 1961 at the request of the wool growers to investigate the current marketing system for wool and recommend improvements, submitted its report to the Minister for Primary Industry who tabled it in Parliament last month.

In assessing proposed alterations to the existing wool marketing method, the Committee concluded that advantages are not sufficient to warrant a change at this time.

The Committee, however, recommended that a central authority be appointed to investigate on a continuing basis practical means for improving the system.

About 94% of the Australian clip is now handled by brokers through the auction system although some increase in the volume sold through private channels is evident.

Reserve Price Scheme Opposed

The Committee opposed introduction of a reserve price scheme on the grounds that such a system, of itself, cannot secure for growers a higher price through the years than the present auction system returns.

An adequate reserve system would require a minimum capital fund of £A100 million ($225 million) with the possibility that growers be required to contribute one-half the sum.

The Committee felt that the moneys levied from growers would be better spent on other projects which present a more reasonable prospect of gain.

The report recommended creation of an Australian Wool Commission to speak for the entire industry, and to serve as a coordinating authority.

The commission would be composed of a Promotion Division in place of the existing Australian Wool Bureau, a Research Division to replace the present Research Committee, and a Marketing Division.

Public and local press reaction to the report have been mixed. Because of the controversial issues involved, action on the report by the Australian Government is not expected anytime soon.

Icelandic Economic Outlook Improves; Market Favorable for More U.S. Goods

REYKJAVIK—The outlook for the Icelandic economy, which was rather bleak in the first part of 1961, improved considerably during the second half, according to the U.S. Embassy.

The Government's resolve to continue a constructive economic policy, aided by an excellent fishing season, began to meet with success by the end of the year.

During the final quarter the rate of increase in the cost of living declined abruptly, savings increased, note circulation decreased, and demands for credit remained constant.

The most encouraging factor, however, was the significant improvement in the net foreign exchange position.

Trade Opportunities Favorable

Iceland offers favorable trade opportunities for U.S. exporters provided more aggressive sales efforts are made.

European exporters have already increased sales activities in Iceland.

The Government of Iceland has announced a policy of reducing and simplifying its import duties—some of which are the highest in the world—and rates on a long list of products were substantially reduced in November.

Liberalization of imports has continued, and among items recently added to the import free list are automobiles, tires and tubes, electric typewriters, and electric light bulbs.

Over 60% of imports (by value) may now be imported wtihout license.

In the past, important factors adversely affecting the sale of U.S. products in Iceland have been high freight rates, which, when added to the high import duties, have affected the competitive position of manufactured consumer goods.

Icelandic importers have also commented that U.S. exporters appear indifferent to selling any market as small as Iceland.

They point out that American firms are slow in responding to correspondence; many American firms which already have agents in Iceland tend not to cooperate in helping to promote their products to the same extent that European manufacturers do; representatives of American firms appear reluctant to visit their Icelandic agents in spite of the fact that Iceland is a convenient stop-over point on the way to Europe.

A reservoir of good will—which was developed when the United States was virtually the only source of many items in Iceland—remains toward American products, however.

Icelanders, like other Europeans, are beginning to travel for pleasure, though on a small scale.

Although most tourism has been directed toward the Continent for reasons of proximity, Icelanders are beginning to look westward.

In an effort to save the 1960 stabilization program which had been threatened by the wide-spread strikes during the summer of 1961 and the resulting 13-18 percent wage increases, the Government devalued the Icelandic crown from 38 to 43 to the dollar on August 4, 1961.

The devaluation was considered necessary to keep the export industry solvent.

The effect of the devaluation coupled with good fishing results, especially for herring, greatly improved the foreign exchange position.

It is estimated that Iceland's gross foreign assets, excluding nonconvertible currencies, stood at $24 million at the end of 1961, an improvement of $10 million for the year.

Net foreign assets in convertible currencies are estimated at $12 million, also an improvement of $10 million in 1961.

The foreign exchange situation with respect to nonconvertible currencies included a $4 million debit with the Soviet Union and $3 million in claims against the rest of the Bloc as of December 31, 1961.

Because of the improvement in its foreign exchange position Iceland repaid $2 million of the $7 million credit outstanding to the European Monetary Agreement Authority on December 31.

The Althing passed a budget of 1,752 million crowns (U.S.$40.7 million) for 1962, 163.2 million crowns ($3.8 million) more than for 1961.

Although increased expenditures are anticipated because of increases in civil servants' pay, higher social security payments, and general cost increases stemming from the devaluation, a small surplus of 3.3 million crowns ($767,000) is projected for 1962.

Increased receipts over 1961 are expected from the sales tax and import duties.

Imports Decline, Exports Rise

Imports for 1961 amounted to 3,231,256,000 crowns ($75.1 million) as compared to 3,789,355,000 crowns ($88 million) in 1960, a decline of 14.2%.

However, if ships, which were imported in an unusually great quantity during 1960, are excluded, the decline is only 0.8%.

(See Iceland, page 635)

Zanzibar Seeks To Expand Exports, Diversify Agricultural Economy

NAIROBI—The island of Zanzibar off the East Coast of Africa hopes within the year to expand four-fold its exports to the United States of super-quality clove, the U.S. Consulate General in Kenya reports.

Perfect clove buds, selected from high-grade lots at a cost of about 7 U.S. cents a pound, now are being shipped to U.S. importers in special 28-pound cartons at the rate of 10 tons a year.

At present, well over 95% of the island's trade income is derived from cloves, clove oil, copra, coconuts, coconut oil and coconut fibers called coir.

Even though the two islands of the British Protectorate, Pemba and Zanzibar, provide about 80% of the world's cloves, they import more from the world's markets than they sell.

New Markets Sought

This unfavorable balance is a strong stimulus to extend and increase their markets of principal exports and to produce new products as new sources of export earnings.

The Zanzibar Ministry of Agriculture is experimenting with other crops and is encouraging farmers to diversify.

Zanzibar's method of maintaining and increasing its clove markets are mainly the traditional ones—concentration on stability of supply and price, and development of quality markets. Introduction of uses beyond the traditional, however, are unique: As much as 65% of the world's cloves are smoked, ground, and mixed with tobacco in cigarettes. Largest consumer is the Indonesian whose country imports over half of Zanzibar's cloves each year.

Over the past 10 years, Zanzibar's clove production has fluctuated from below 3,000 tons to a high of over 24,000 tons.

These fluctuations result from bearing cycles which are influenced in part by the weather.

To meet export requirements of 9 to 12,000 tons a year and to avoid wide swings in price, adequate supplies must be maintained.

The Clove Growers Association offers a minimum producer price and, in years of high production, evens off supplies available for export.

To insure movement of these stocks, exporters are required to purchase half their exports from the Association.

In discussions recently with Madagascar, organization of a publicity campaign was agreed upon to increase demand for cloves for normal purposes and to embark on a joint industrial research scheme to introduce cloves into new products.

These activities will be financed jointly by clove interests in Zanzibar and Madagascar. Payments by each country will be related to their respective exports.

Preliminary inquiries have already been made with industrial research firms of the United States.

The Zanzibar Ministry of Agriculture, while not discouraging clove production, is concerned over dependency on the principal crop, cloves, and on the second crop, coconuts.

In addition to distributing seedlings of these two crops as usual, the Ministry stepped up cocoa seedlings from 200 in 1959 to 120,000 in 1961.

Given windbreaks and disease control sprays, cocoa starts production in the fourth year.

A few old cocoa trees left on a former Sultan's plantation give evidence of a long-term adaptibility.

Excellent quality mangoes are produced for local consumption and along with such crops as nutmeg, limes and other citrus, chillies, ylang-ylang, and coffee, are export possibilities.

Demonstration pastures of the Ministry show that good pasture can be developed on shallow coral soils, much of which is idle brushland.

As in the rest of East Africa, livestock diseases are numerous and veterinary regulations are strict.

Dairy products imported represent about $130,000 a year; the Netherlands is the largest supplier.

The Ministry's efforts to expand the export base are supplemented by efforts to increase production of some import crops. Agricultural imports amount to 6 to 7 million dollars a year, or about 40% of their total imports.

Rice is Zanzibar's major import commodity and, depending on local production, varies from 5 to 12,000 tons a year. Burma, Thailand, Pakistan, and Tanganyika are traditional suppliers. As in other crops, the Ministry provides seed and cultural demonstration in an effort to be more self-sufficient.

Also among their agricultural imports are sugar and wheat flour. The quantities of each run about 7,000 tons annually.

The United States is not in Zanzibar's agricultural import market but participates in her nonagricultural market in small percentages.

As a purchaser of Zanzibar products, the United States is now importing about 5% of Zanzibar's cloves and 45% of her clove oil.

Italians Join European Fisheries Group

ROME—The Executive Committee of FEDERPESCA, the Italian national federation of fishermen and fishing companies, has approved the Statute constituting EUROPECHE, a European association of fishing enterprises, according to the U.S. Embassy.

Headquarters of EUROPECHE is to be in Brussels.

The association, composed of national fishery organizations such as FEDERPESCA, will seek to bring about agreement on common fishery problems within the Common Market and to keep the organs of the Common Market informed about viewpoints of national fishery organizations.

FEDERPESCA plans to prepare a memorandum asking the Government for relief from fiscal burdens and for financial assistance to the industry, and urging the Government to support the "Blue Plan," which involves industrialization of the fishing industry, development of cooperatives, and expansion of Italian fishing into the Atlantic.

Less Output, More Imports Forecast for ECSC Coal

LUXEMBOURG—Lower coal production by major producers in the European Coal and Steel Community is forecast for the first quarter of 1962.

Consumption at 1961 levels is expected to be maintained, however, by increased imports, particularly from the United States, according to the Official Journal of the European Communities.

An increase of 1 million tons (37%) in imports of U.S. coal over the first quarter of 1961 is predicted, though a considerable portion of this amount will result from expanded purchases for the U.S. Forces in Germany.

A high rate of coal consumption in the Common Market is maintained by increases in the use of coal for thermal power stations and for household heating.

Use of coal by the railroads and gas plants, however, is expected to decline and consumption by the steel plants will be lower this year because of reduced steel production.

An increase in stocks of coal also is forecast.

Although agreeing in general with the report of the ECSC journal, the U.S. Mission to the European Communities doubts that imports and stocks will increase as substantially as predicted.

Application Procedures Streamlined

Thailand Widens Investment Benefits; Liberalizes Duty and Tax Exemptions

BANGKOK—The Thai Government, in an effort to improve the country's investment climate, has expanded import duty and income tax exemptions for the potential investor.

Application and screening procedures also have been simplified, the U.S. Embassy reports.

Extension of these benefits has been accomplished by enacting a revision of the 1960 Industrial Investment Act (FCW, Jan. 2, 1961, p. 7).

The chief inducements of the 1962 law lie in the fields of tariff duty and tax easements:

- In addition to the formerly provided exemptions on import duty for machinery, component parts, and accessories, the revised act includes a duty exemption on materials, tools and instruments, and prefabricated frames and equipment for factory construction.

Complementing the import duty privileges, a "promoted" industry also is guaranteed exemption from the Thai business turnover tax on these items and, in addition, may negotiate with the Thai Board of Investment for partial or total business tax exemption on products for export.

- The income tax provisions have been liberalized.

The original tax exemption on profits for 2 years dating from the effective date of the promotion certificate has been extended to a 5-year exemption starting the first year in which the company yields profits, thus giving the promoted industry a liberal breathing spell to consolidate its investment and build up reserves.

- The all-important import regulations and tax rates on raw materials have been standardized.

Under the 1960 law, the question of import duty and business tax on raw and other necessary materials had to be negotiated between the company and Thai authorities; this situation often led to less than satisfactory results.

The 1962 act lists and categorizes specific industries according to their importance and establishes uniform complete or partial business and import tax exemptions within the respective groups.

Industrial Categories Listed

The categories of industries are:

Group A—industries considered vital to the Thai national economy.

These industries receive full exemption from import duty and business taxes on raw and necessary imported materials for a 5-year period.

Group B—industries, of relatively lesser importance, which receive a 50% reduction in the above taxes for the same period.

Group C—industries not classified in the above categories which may receive a one-third reduction if they qualify as a "promoted" industry.

Although the privileges provided under groups A and B are granted automatically, those for the C group continue to be subject to negotiation with the Thai authorities and are granted only with Cabinet approval.

The currency remittance regulations have been liberalized.

The 1960 provisions for conversion and repatriation of investment capital and profits have been expanded to include foreign loans, profits and interest earned from such loans, currency committed to pay for patent rights, licensing agreements, and other third party services.

The mechanics for establishing a "promoted" company have been considerably streamlined.

The foremost change has been the grouping of industries into categories and assignment of certain privileges to each group.

As a result, the individual investor—who formerly had to negotiate with the Thai authorities to establish both the desirability of his capital and the extent to which he would receive facilities—

(See Thailand, page 628)

Haiti Sets Claims Deadline As April 26

PORT AU PRINCE—The deadline for submitting commercial claims to the Haitian Claims Commission has been fixed as April 26, 1962, the U.S. Embassy reports.

Claims should be addressed to: Commission de Contrôle et de Réglement des Créances Privées Américaines, c/o Département des Finances et des Affaires Economiques, Port au Prince, Haiti.

See FOREIGN COMMERCE WEEKLY, March 19, 1962, page 485.

New Zealand Announces Licensing Schedule Based on New Tariff

The New Zealand Government has released a revised licensing schedule based on its new Brussels Nomenclature tariff classifications which come into effect on July 1.

The licensing schedule covers the period July 1, 1962 to June 30, 1963, and is grouped into 950 items, although the new tariff on which it is based is comprised of some 4,000 separate classifications.

The new schedule is designed to permit private imports totaling about $700 million (£250 million), which represents a considerable easing over the present 6-months' supplementary licensing allocation.

Although the import level for calendar 1961 was somewhat higher ($764 million) than the newly announced level, the Government in late 1961, because of its balance of payments position, found it necessary to extend the calendar 1961 licensing period to cover the first 6 months of 1962, with the result that only limited provision could be made for additional imports up to June 30, 1962.

1960 Selected as Base Year

The base year for most licenses in the new schedule will be 1960.

Licenses will be issued for from 33⅓% to 100% of the totals issued for individual items in the base year, with a substantial number of the items grouped in the 50% and 75% categories.

The same general level of licenses for essential raw materials for manufactures will be available as for 1960, and the treatment for manufactured consumer goods will range from prohibition to mostly 50% of 1960 licenses.

Goods previously exempt, including unmanufactured tobacco and crude petroleum, will continue to be free of restriction.

Costa Rica Lowers Duty On Imports of Soda Ash

SAN JOSE—Costa Rica has lowered the import duty on sodium carbonate (soda ash or Solvay salt) other than crystallized sodium carbonate (washing soda).

Costa Rican tariff No. 511-04-00-09, formerly dutiable at U.S.$0.40 and 4% ad valorem, now is dutiable at U.S.$0.10 and 4% ad valorem.

The item remains on List A, which exempts it from additional surcharge except for one of 3% of the duties, applicable to all imports.

Decontrol Measures in Philippines Stimulate Investment Climate

MANILA—A new and more favorable climate for foreign investment has been created in the Philippines, the U.S. Embassy reports.

This situation results from major steps taken recently by the Central Bank to eliminate the import and exchange controls which had been in effect since 1950.

The following provisions now apply to new as well as existing foreign investment:

1. Central Bank approval no longer is required for establishing new foreign investment enterprises or for expanding existing enterprises.

Thus, no standards of essentiality or division of ownership are prescribed by the Central Bank.

2. Raw materials, supplies, and equipment may be freely imported without Central Bank approval or review.

Financing for such imports is arranged directly through the commercial banking system without application to the Central Bank or the necessity of securing allocations.

3. Dividends, current and accumulated, may be freely remitted.

4. Capital may be freely remitted.

5. Foreign loans may be entered into and repayments freely made without prior Central Bank approval.

Other requirements of Philippine law on the incorporation, taxation, and conduct of business in general must be complied with, but the Central Bank's supervision over foreign investment has been eliminated.

Several foreign investment bills, introduced in Congress, provide certain tax and other incentives, but at the same time place certain limitations on foreign investment and the flow of foreign exchange.

The limitations contained in most of the introduced legislation include percentage limitations on the yearly remittances of profits and regulation of repatriation of capital.

No action has yet been taken on any of the proposed foreign investment bills.

For an article on the decontrol measures, see FOREIGN COMMERCE WEEKLY, February 2, 1962, page 265.

Chemicals for Anesthetics Made Duty Free by Thailand

BANGKOK—Thai authorities have announced that importers now may be granted duty exemptions on certain chemicals if the chemicals are used as anesthetics, the U.S. Embassy reports.

The chemicals involved are those listed in Chapter 28 of the Thai Customs Tariff (FCW, Apr. 18, 1960, p. 14).

Spain and Japan Sign Trade Agreement

MADRID—Spain and Japan have concluded a trade agreement, the U.S. Embassy reports.

Although the text of the agreement has not been released, Japan reportedly is to receive the benefits of the Spanish import liberalization lists and global quotas.

No information is available on concessions granted by Japan.

This agreement replaces a pact of 1951 and renews a maritime agreement also concluded in 1951.

Increasing Japanese commercial interest in Spain is evidenced. A Japanese Chamber of Commerce delegation and a team of Japanese electronics specialists reportedly will visit Spain soon.

Representatives of Japanese shoe interests were in Spain in February and a group representing heavy electrical industries is in the country now as part of a European tour.

Norway Raises Duty On Secondhand Cars

OSLO—The Norwegian import duty on secondhand automobiles has been increased, the U.S. Embassy reports.

The duty, which is based on the retail price of similar cars when imported new, less a deduction for depreciation, was raised by changing the percentage allowed for depreciation from 20% to 15% for 1-year old automobiles and from 35% to 30% for 2-year old automobiles.

The allowance for automobiles of older models was not specifically indicated.

The importation of used automobiles has increased markedly in recent years, reaching a total of 12,000 vehicles, or one-third of all automobiles imported in 1961.

Most of these cars came from the Federal Republic of Germany.

Automobile dealers have long complained that the duties favored the importation of secondhand automobiles.

Foreign Film Showing Time Extended to 60 Minutes On Brazilian Television

RIO DE JANEIRO—New regulations to control the spectrum of Brazilian television entertainment have been established.

The procedures controlling the showing of foreign films are of most interest from the American point of view.

A new decree, which supersedes one of a year ago (FCW, May 15, 1961, p. 17), increases the amount of time foreign films may be shown.

Foreign films, including foreign video tapes, may be shown for 60 minutes during each period from noon to 3:30 p.m., 3:30 p.m. to 7 p.m., and 7 p.m. to 10:30 p.m.

In the remaining time, between 10:30 p.m. and 12 m. (noon), the same proportion shall be observed.

Foreign newsreels and foreign animated cartoons, when presented on children's programs outside the 7 p.m. to 10:30 p.m. period, are not included in the time count.

The previous decree limited the showing of motion pictures to 30 minutes a day during the period of 7 p.m. to 10 p.m., and to 20% of the remaining transmitting time.

Two-thirds of this time could be accounted for by foreign films.

Foreign films must be dubbed in Portuguese; exceptions are made for newsreels and animated cartoons.

This requirement will take effect January 31, 1963.

The stock of motion pictures already subtitled in Portuguese and available for the Brazilian television market may be shown until that date.

Morocco Raises Import Duty On Wine, Other Beverages

RABAT—Morocco has increased the customs duties on wines, beer, and miscellaneous beverages, the U.S. Embassy reports.

The new duties, in percent ad valorem, with former rates in parentheses, are as follows:

Artificial mineral water and aerated water, 80 (25); lemonades, orangeades and aromatized soda water, 80 (35); partly fermented grape must, 100 (30); various dessert wines and sparkling wines, 100 (40);

Vermouth, 100 (30); cider, perry and hydromel, 80 (35); other fermented drinks, 100 (50); nonmethylated ethylic alcohol, 80 proof and over, 50 (15);

Methylated ethylic alcohol, 100 (15); nonmethylated ethylic alcohol under 80 proof, spirits, liquors, etc., 100 (50); and vinegar and edible substitutes, 50 (25).

Japan Floats Bond Issue In German Money Market

A contract for the flotation of Japanese prefectural and municipal bonds totaling $25 million (100 million marks) in the Federal Republic of Germany marks the first Japanese bond flotation in the European market since World War II and the first Japanese bond issue floated in the German money market.

The contract was signed in February by Osaka Prefectural and Municipal authorities and the Deutsche Bank.

The bond flotation will help finance construction of a $194.4 million coastal industrial complex near the Osaka and Sakai ports in central Japan.

Another series of the same amount of mark bonds is scheduled to be floated during Japan's 1962 fiscal year (April 1, 1962-March 31, 1963).

The mark bonds offered to German investors on February 12, 1962, by a syndicate composed of 45 major German banks represented in the negotiations by the Deutsche Bank, will carry interest of 6.5% per year and be sold at 96.5% of face values.

The actual yield to the subscriber will be about 7%.

All bonds will be retired in equal yearly installments over a 10-year period, beginning at the end of 5 years.

Mexico Encourages Domestic Sales To Border Areas; Gives Subsidies

SUBSIDIES on freight rates and the gross receipts tax have been granted for calendar year 1962 to Mexican producers of manufactured products on sales and shipments to areas bordering the United States, Guatemala, and British Honduras, in an effort to stimulate sales to these areas.

The primary aim of offering incentives to domestic manufacturers to supply the border areas is to lessen the dependence of these sections on imported products, thereby making available additional foreign exchange to acquire capital goods and raw materials needed for the country's economic development.

The freight rate subsidy amounts to a 25% reduction in charges by railroads and domestic air and maritime carriers on manufactured products shipped for consumption in the 20 kilometer zone paralleling land borders, or in the free zone of Baja California and northwest Sonora and the free perimeters of Chetumal and Cozumel in Quintana Roo.

Provision is made for the railroads to receive an annual refund to cover any losses arising from the subsidy.

Air and maritime carriers, instead of receiving a refund of the total amount of the rate reductions, will receive that amount deemed pertinent on the basis of a review of annual operations by a special committee.

This exceptional treatment is based on the concept that the cost of operating such companies will not be appreciably increased, as they will use the same planes and ships heretofore used at below capacity.

In connection with the gross receipts tax, the subsidy amounts to remission of the Federal portion thereof, 1.8%, on firsthand sales of manufactured products to the 20-kilometer zone paralleling land borders (free zones and perimeters are not included).

For products exempt from the gross receipts tax, a similar reduction in special taxes on firsthand sales applicable to such products may be granted at the discretion of the Ministry of Finance and Public Credit.

Provision is made for the Ministry of Finance, at is discretion, to extend the freight rate and gross receipts tax subsidies to raw materials and auxiliary materials which frontier-zone industries must acquire from the interior, and to vegetables, fruits, seeds, and grains.

Likewise, the subsidies can be denied in those instances where products benefiting thereby provide "ruinous" competition for items produced in the border areas; where prices are not reduced as a result of the subsidies; and when demand is met satisfactorily by supplies of domestically produced articles.

Identical subsidies were granted for the last half of 1961.

Denmark Freely Licenses Citrus Juice Imports

COPENHAGEN — Canned and frozen citrus juices in consumer packages now are being licensed by Denmark for import from the "free area," which includes the United States, with no fixed quotas stipulated, the U.S. Embassy reports.

Licenses are to be granted for whatever amount importers request.

This action modifies an earlier Danish announcement which established a quota to the value of $43,500 (300,000 crowns) from January 1 to June 30, 1962.

Colombia Grants LAFTA Concessions

MONTEVIDEO—Negotiations between Colombia and seven other signatory countries of the Latin American Free Trade Association (LAFTA), which were required to permit the full association of Colombia, have been concluded, the U.S. Embassy reports.

The concessions granted by Colombia, and the reciprocal concessions granted to Colombia by the other LAFTA members—Argentina, Brazil, Chile, Mexico, Paraguay, Peru, and Uruguay—became effective on April 1, 1962.

Colombia's concessions involved a total of about 260 tariff classifications, average imports of which in recent years had a value of some $80 million, or roughly one-sixth of Colombia's total imports.

More than 100 of the 260 concession items were designated as "agricultural," which means that the provisions of Article 28, Treaty of Montevideo, are applicable and the concessions are subject to withdrawal by "escape clause" action.

The principal concessions in the agricultural sector included live animals, raw cotton, wool in the grease, wheat, oats, cacao, and wines.

Other concessions included various classes of agricultural machinery, roadbuilding equipment, lathes, precision instruments, synthetic rubber, chemical pulp and paper, lubricating oils, fishmeal, dyestuffs, and some drugs and chemicals.

Duty-free treatment was granted to imports from Paraguay of 38 tariff classifications, principally agricultural goods, along the lines of earlier concessions by other member countries.

Colombia also was authorized to permit the duty-free importation until December 31, 1962, of some 30 items from Ecuador, which is not yet participating in the mutual tariff reductions, without being called upon to extend similar privileges to other member countries.

Provision for the continuation of special privileges to Ecuador, which had been abrogated when both countries joined the LAFTA, is designed to aid that country during its transition to active LAFTA membership (FCW, Jan. 29, 1962, p. 170).

Italy Implements Export Credit Law; Longer-Term Financing Available

ROME—Italy's new Omnibus Export Credit Law, now fully operational, has two important purposes—to improve the competitive position of Italian exports by bringing Italy's credit policies into line with the assistance to exports given by other industrialized countries, and to provide a method for Italy to aid newly developing countries.

Also known as the Martinelli Law (for its principal sponsor, Foreign Trade Minister Mario Martinelli), the new legislation substantially extends and liberalizes export credit and insurance provisions.

Medium- and long-term credits now can be granted by Italian financial institutions directly to importers in foreign countries; and foreign governments or central banks can be granted financial credits not necessarily tied to exports.

The maximum amount of guarantees that can be extended annually is to be set each year in the Treasury Minister's budget request; the current figure is $240 million.

Wider Insurance Coverage

Title I of the law extends the insurance coverage of the two previous laws to include all exports of goods and services.

The law also raises the insurance guarantee period for credits arising from export of goods and services to 5 years (formerly 4 years) and sets the maximum insurance at 85% of the value of the export.

In addition to the risks previously insurable (war, disaster, inconvertibility, etc.), Title I permits insurance against losses from failure to effect payment when the purchaser is a foreign government or government agency, and also when the purchaser is a private party provided there is a government guarantee.

Title II goes beyond previous legislation principally in extending to Mediocredito (Government medium-term credit agency) authority to rediscount commercial paper acquired by financial institutions from exporters to include all exports of goods and services and project and planning work performed abroad.

The maximum duration of financing granted by Mediocredito on exports has been extended from 4 to 5 years, with a longer time period possible if the transaction is insured for a longer time through a guarantee assumed by the Italian Government.

10-Year Financing Introduced

Title III introduces new types of export financing on a longer-term basis.

This financing under Title III can run up to 10 years or even longer on special Italian Government approval and exporters are to receive payment in the form of bonds or other securities that they can discount or transfer.

Another important new provision of Title III permits Italian financial institutions to grant financial credits, without specifying any limitation of time, to foreign governments or central banks and to discount the securities received with Mediocredito.

Title III loans must, however, be intended for the economic development of the recipient country; this provision is viewed as providing a method for Italian financial assistance to the newly developing countries.

Operations under Title III are eligible for the same insurance, including payments defaults, as are the regular commercial exports covered by Title I.

There is one significant difference in that while insurance under Title I can cover only up to 85% of the amount financed, the entire financing for some operations under Title III is insurable.

Credits extended by Italian financial institutions to foreign governments or central banks are fully insurable.

Bonds or other securities received by exporters from the importers, however, are insurable only up to 85%.

All financing under Title III must be directed to or guaranteed by the government of the recipient country.

In this way, it is hoped that financing granted may be kept within the future ability of newly developed countries to repay, or at least that their governments must be made aware of and responsible for the amounts of financial obligations being incurred.

Italy Further Liberalizes Capital Movement

ROME—Business firms, other than banks and financial institutions, now may freely purchase corporate bonds issued in any Organization for Economic Cooperation and Development country if the line of business of the bond-issuing company is the same as that of the Italian investing corporation, the U.S. Embassy reports.

This type of purchase formerly was restricted to European Economic Community countries.

Guatemala Requires Property Revaluation

GUATEMALA CITY—The Guatemalan Government has ordered that all persons who own or have income from real estate must make a sworn declaration of the current value of their property, including an estimate of its expropriation or mortgage value, the U.S. Embassy reports.

The purpose of the decree is to increase tax revenues.

The current land tax rate of $3 (3 quetzales) per $1,000 (1,000 quetzales) is too low and property valuations themselves are out of date, having hardly varied in the past 20 years.

In a separate measure, the Government has requested an increase in the land tax from the present rate to $5 per $1,000.

The decree became effective on April 5, 1962. Property owners are given a period of 60 days to present the required information to the Directorate General of Income, Ministry of Finance.

Thailand . . .

(Continued from page 625)

now is in a position to predetermine the suitability of his investment offering and is guaranteed certain minimum standard accompanying privileges.

The other renovation of major importance has been the delegation of the primary processing powers from the Cabinet to the Board of Investment.

This action gives the Board greater flexibility in determining the qualifying conditions for establishing a "promoted" company.

Investments still requiring prior negotiation (Group C) no longer are the object of a separate ministerial regulation.

Although concessions given to members of this group require Cabinet approval, the status of an industry now may be established by the Board via an administrative regulation requiring only the approval of the Prime Minister.

Following this, the Board Chairman also is authorized to issue a promotion certificate at the Board's discretion.

As a result of these changes, as well as a reduction in the numerical membership of the Board, the screening of an application is expected to take less than a week.

Translations of the act can be consulted at the Far Eastern Division, Bureau of International Programs, U.S. Department of Commerce, Wash., D.C., or at the office of the Financial and Economic Counsellor, Thai Embassy, 2490 Tracy Place, NW., Wash., D.C.

Import Duty Increases On Carpets, Glass Deferred 60 Days

The President has deferred until June 17 the effective date of his recent decisions to increase duties on imports of certain types of carpeting and glass.

The increases, which had been unanimously recommended to the President by the Tariff Commission, were to have become effective April 18.

The deferral will give both importers and exporters more time to adjust to the new duty levels.

Principal suppliers of woven carpet to the United States are Belgium, Japan, the Federal Republic of Germany, France, and Italy.

Chief exporters to the United States of sheet glass are Belgium, Japan, the United Kingdom, and the Federal Republic of Germany.

The new import duties, announced by the Tariff Commission on March 20, with present rates in parentheses, are as follows:

On Wilton and velvet or tapestry carpets, 40% (21%); and on Crown, cylinder, or sheet glass, 1.3 cents to 3.5 cents a pound, depending on size and thickness (0.7 to 1.4 cents).

U.S. To Sell Wheat, Rice To Bolivia

A $2.8 million Food For Peace agreement under Public Law 480 has been signed in La Paz under the Alliance for Progress.

The United States will sell for Bolivian currency 40,000 metric tons of wheat and wheat flour, and 2,000 tons of rice.

The wheat has an export market value of $2.2 million, and the rice is valued at $300,000. Ocean transportation costs of $300,000 are also part of the agreement, bringing its total to $2.8 million.

Some 70% of the funds generated from the sale of these Food For Peace commodities will be loaned back to the Government of Bolivia to help revitalize the nation's economy.

The contract involves both the U.S. Department of Agriculture and the Agency for International Development. Sales will be by U.S. private traders, and purchase authorizations will be issued shortly by USDA.

Hong Kong Curbs More Textile Exports At Request of United States

At the request of the U.S. Government, the Hong Kong Government is curbing exports to the United States of two additional categories of textile manufactures.

Hong Kong authorities already have suspended the issuance of export licenses for women's and children's trousers, slacks, and shorts which are neither crocheted nor knit.

Hong Kong officials also have agreed to suspend issuance of export licenses for dish towels as soon as those exports reach the restraint level agreed upon in the short-term cotton textile agreement concluded in Geneva in July 1961.

Earlier, U.S. authorities barred importation of eight other cotton textile categories after Hong Kong officials had resumed their licensing of exports above the level of restraint imposed by the United States (FCW, Mar. 19, 1962, p. 485, and Mar. 26, p. 531).

Import Quota Raised For Blue-Mold Cheese

The President on March 30 increased the U.S. import quota on blue-mold cheese and announced that New Zealand is reducing its exports of Colby cheese to the United States.

The import quota on blue-mold cheese, which had remained unchanged at 4,167,000 pounds since it was established on July 1, 1953, now is boosted to 5,017,000 pounds.

During the period fiscal 1953 to fiscal 1961, domestic production of blue-mold cheese increased from 9.4 million pounds to 15.1 million pounds and in the same period total U.S. consumption increased from 13 million pounds to 19 million pounds.

Consumption of blue-mold cheese in the United States is increasing at a rate of 1 million to 1.5 million pounds each year.

The imported blue-mold cheese commonly sells on the U.S. market at prices 4 to 6 cents a pound above the similar domestic product.

During the year July 1, 1962—June 30, 1963, imports of Colby cheese from New Zealand into the United States will not exceed 6,720,000 pounds, a reduction of about 7,500,000 pounds below the calendar 1961 level.

For the remainder of the year ending June 30, 1962, imports from New Zealand will be held to amounts already in the pipelines for import into the United States.

Consultations with New Zealand will take place later this year regarding market developments and the trade in Colby cheese.

Imports of Colby cheese, which are not subject to a quota, have been growing rapidly in recent years.

In the past year marketing conditions for cheddar and cheddar-type cheeses have changed and there is now a surplus in the United States.

Japanese Firm To Purchase Steel Mill Equipment in U.S.

The Export-Import Bank has announced authorization of an $8.1 million loan in favor of Sumitomo Metal Industries, Ltd., of Osaka, Japan. The funds will be used to purchase steel mill equipment in the United States.

Eximbank President Harold F. Linder said Sumitomo will buy cold strip mill machinery and equipment, a galvanizing line and stamp forging equipment. Acquisition of new machinery will enable Sumitomo to expand and modernize its plants at Osaka and nearby Wakayama and increase its production of steel sheet and forgings.

The cold strip mill will be supplied by the Mesta Machine Co. of Pittsburgh. Other U.S. suppliers are: the Aetna-Standard Division of the Blaw-Knox Co. of Pittsburgh; the Ajax Manufacturing Co. of Cleveland; Cincinnati Milling & Grinding Machines, Inc., of Cincinnati; the National Machinery Co. of Tiffin, Ohio; the Swindell-Dressler Corp. of Pittsburgh; the Taylor-Winfield Corp. of Warren, Ohio; U.S. Industries, Inc., of New York City; and the Wean Engineering Co., Inc., of Warren, Ohio.

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U.S. Iceland's Chief Supplier in '61 As U.S.S.R. Shifts to 2d Position

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Total exports for 1961 were 3,062,365,000 crowns ($71.2 million) compared with 2,865,396,000 crowns ($66.6 million) in 1960.

The United States was Iceland's principal supplier during 1961.

In the first 11 months of the year Iceland imported goods to a value of 415,326,000 crowns ($9.7 million) from the United States.

The U.S.S.R. occupied second position providing 386,528,000 crowns' ($8.9 million) worth of goods and the United Kingdom was third supplying 309,411,000 crowns ($7.2 million).

Liberalization of Icelandic imports has caused a marked shift in Iceland's import trade away from the Soviet bloc to the Western countries (in 1960 the U.S.S.R. was Iceland's principal supplier).

As a market for Icelandic exports the United Kingdom resumed its number one position, taking 585,439,000 crowns' ($13.6 million) worth of Icelandic products.

The United States was second, taking exports valued at 349,878,000 crowns ($8.1 million), and the Federal Republic of Germany was third, with 240,067,000 crowns' ($5.6 million) worth.

In 1961 the United States replaced the Soviet Union as the principal buyer of Icelandic frozen fish when it imported 16,000 metric tons as compared with 3,250 tons imported by the Soviet Union.

The Icelandic Government maintains global quotas for a wide range of products still subject to import license.

The total global quota for 1962, announced at the end of 1961, amounted to 206 million crowns ($4.8 million), about the same as for 1961.

Iceland is not at present a member of the European Free Trade Association and has made no specific move to become affiliated with the European Common Market.

However, the Independence Party, the leading Government party, resolved at its convention in October that Iceland must enter the Common Market through some form of limited association.

This attitude reportedly is shared in varying degrees by the Government opposition, the Progressive Party.

The Icelandic fishing industry, which provides over 90% of commodity exports, had an exceptionally good year in 1961.

Total catch for the year has been estimated at 631,000 metric tons as compared with 514,000 metric tons in 1960.

Manufacturing, which employs about 20% of the working population, has been working at nearly full capacity in 1961.

Capital in Short Supply

A factor limiting production, especially for the smaller independent firms, has been a shortage of operating capital.

The nitrogenous fertilizer plant, one of the two major nonfish processing plants in Iceland, produced about 23,000 metric tons in 1961.

This fertilizer plant in November took over the State monopoly for distribution of imported fertilizer.

Imported fertilizers consist primarily of potash and phosphates imported from Belgium, The Netherlands, Norway, and Soviet Zone Germany.

The State-owned cement factory, the other major industrial firm in Iceland, produced 75,500 metric tons of cement in 1961. Production reportedly would have approximated 110,000 metric tons, the annual capacity, if strikes and other factors had not idled the plant for 106 days during the year.

About 18,910 metric tons of cement were exported to the United Kingdom.

Plants operated by the Icelandic Federation of Cooperatives are reported to have had a prosperous year: A woolen factory, knitting factory, shoe factory, tannery, shirt factory, and an electric motor factory.

The woolen factory, which employs 305 people, had to work overtime to fill an order from the Soviet Union for 30,000 blankets and 25,000 sweaters.

The Icelandic Government during the last half of 1961 concentrated on improvement of harbors and shipping facilities.

Funds for this development were based on a U. S. Government loan of 15 million crowns ($349,000) from Public Law 480 funds; the other costs are being financed by the Central Government and the municipalities.

The International Bank for Reconstruction and Development in December agreed to extend a loan of $2 million to Iceland for completion of the city-wide natural hot water heating system in Reykjavik.

The Icelandic Government has been considering establishment of an aluminum smelting plant using imported raw materials.

The plant would be built by foreign capital but the hydroelectric plant necessary to supply the electricity would be built by the Government of Iceland.

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Export Promotion Calendar

Star (★) indicates U.S. Department of Commerce exhibit participation.

April

9.—American Zinc Institute and Lead Industries Association convention, St. Louis, Mo. Commerce speaker: Assistant Secretary Jack N. Behrman.

9-11.—New England's Annual World Trade Week Conference, Sheraton-Plaza Hotel, Boston, Mass. Sponsor: International Trade Association of New England, Inc.

9-12.—National Packaging Exposition, New York Coliseum. Sponsor: American Management Association.★

10.—American Management Association, Saranac Lake, N.Y. Commerce speaker: Assistant Secretary Jack N. Behrman.

10.—Export Trade Seminar, Management Development Center, University of San Francisco, San Francisco, Calif.

10.—Monthly dinner meeting, Dallas Export-Import Club, Downtown Club, Dallas, Tex.

10-11.—Southern Illinois University IX Pan American Festival, Carbondale, Ill. Commerce speaker: Albert J. Powers, Bureau of International Programs.

11.—Minnesota World Trade Association monthly meeting, Hotel Normandy, Minneapolis, Minn.

12.—Export Trade Development Seminar, Northern Hotel, Green Bay, Wis. Sponsors: Green Bay Area and surrounding Chambers of Commerce; U.S. Department of Commerce. Commerce speaker: Charles J. Barrett, Bureau of International Programs.

12.—Monthly meeting, International Trade Club, Chicago, Ill. Subject: 1962 Trade Expansion Act.

12.—Pan American Day, Rochester World Affairs Council, Rochester Chamber of Commerce, Rochester, N.Y.

12-14.—Fourth Annual Boise-Western States Industrial Trade Show, Boise, Idaho.★

13.—Foreign Trade Seminar, National Consumer Credit Conference, Oklahoma City, Okla. Sponsor: Oklahoma City University.

16.—World Trade Seminar, Pittsfield, Mass. Sponsors: League of Women Voters, Pittsfield. Commerce speaker: James R. MacLean, Boston Field Office.

17.—Athletic Goods Manufacturers Association, annual meeting. Commodore Hotel, New York City. Commerce speaker: Aaron Rosenthal, Business and Defense Services Administration.

17.—Foreign Traders Association of Philadelphia monthly meeting, Philadelphia, Pa. Subject: Trade and Investment in Latin America.

17.—Monthly dinner meeting, Cedar Rapids Chamber of Commerce, Cedar Rapids, Iowa. Speaker: Anthony J. Buchar, Chicago Field Office.

18-20.—International Congress of the International Advertising Association, Chicago, Ill.

19.—Annual meeting, Minnesota Employers Association, Minneapolis, Minn. Commerce speaker: L. Edward Scriven, Bureau of International Business Operations.

19.—Export Trade Clinic, Newark, N.J. Sponsor: New Jersey State Chamber of Commerce.

23.—World Trade Clinic, Heidelberg College, Tiffin, Ohio. Commerce speaker: Walter Buchdahl, Bureau of International Programs.

24.—Monthly dinner meeting, Fort Worth Export-Import Club, Worth Hotel, Ft. Worth, Tex.

24-25.—American Management Association Seminar, The Available Export Markets for Profit. Statler-Hilton Hotel, Cleveland, Ohio.

24-25.—World Trade Forum, League of Women Voters, Lorain, Ohio.★

25.—Export Trade Clinic, Syracuse, New York.

25.—Space Age Industries and Engineering Exposition and Conference, Cow Palace, San Francisco, Calif.★

25.—World Trade Club of St. Louis annual Port of New Orleans Night, Le Chateau, Clayton, Mo.

25-28.—Florida State Industrial Exposition, Exposition Park, Orlando, Fla. Sponsor: Florida Development Commission. Theme: Florida's Industry Tells-Sells the World.

25-29.—Western Space Age Industries and Engineering Exposition, Cow Palace, San Francisco, Calif.★

26.—Export Trade Clinic, Greenville, S.C. Sponsor: Greenville Chamber of Commerce.

26.—World Trade Conference on Exports, Scranton, Pa. Sponsor: Scranton Chamber of Commerce.

26.—World Trade Seminar, Michigan World Trade Club, South Bend, Ind. Sponsors: U.S. Department of Commerce, Small Business Administration.

27.—Conference on Exports, Jackson, Miss. Sponsors: Mississippi Technological and Research Commission, Mississippi State Chamber of Commerce, Jackson Chamber of Commerce, Mississippi Regional Export Expansion Council.

27.—Export Promotion Conference, St. Louis, Mo. Sponsor: St. Louis Bar Association.

27.—Export Trade Clinic, Spartanburg, S.C. Sponsor: Spartanburg Chamber of Commerce.

28.—Annual meeting, Florida Wholesalers Association, Tampa, Fla. Commerce speaker: Patten D. Allen, Bureau of International Programs.

30.—Annual convention, Empire State Association, Utica, New York. Commerce speaker: Benjamin Kaplan, Business and Defense Services, Administration.

30.—Tri Cities Trade Conference, Charter House Inn, Buffalo, N.Y. Sponsors: Buffalo World Trade Association, Rochester World Affairs Council, Syracuse World Trade Association. Speaker: Senator Jacob Javits. Subject: Trade Expansion Act of 1962.

May

1.—Affiliated Advertising Agencies Network Convention, Richmond, Va. Commerce speaker: L. Edward Scriven, Bureau of International Business Operations.

1.—Export Trade Seminar, administrative management course, Robert Morris School, Pittsburgh, Pa. Commerce speaker: Henry J. Dempsey, Bureau of International Business Operations.

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